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1990-91

ALA WORLDWIDE DIRECTORY & FACT BOOK

A VALUABLE REFERENCE GUIDE TO THE MILITARY MARKET

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

pasta lovers favorites!

GOLDEN GRAIN/Mission... a complete line of macaroni products, spaghetti, mac and noodles available in many shapes, colors and sizes.

Complete support program with advertising in military publications and in-store coupons.

Your Quaker rep can help you with a planogram and a merchandising program.

GOLDEN GRAIN®

Mission

Quality. Price. Service.

We offer a wide range of high quality products with service to match.

Oriental Trading Company

Oriental Trading Company, 2658 Bridgeway, Sausalito, CA 94965

Phone: (415) 332-6651 Supply Bulletin 10-501-570

Multiply your profits by using simple addition.

At Polaroid we'd like to help you increase your profits by using the new math. Because once you start calculating your sales this way you may find your profits multiplying beyond belief.

Take our Polaroid Videocassette. Since its introduction, it has become the second largest seller in the category and is still climbing. And our 600 Plus film is the #1 selling general merchandise item by dollar volume.* Add new Polaroid 35mm OneFilm to all this and your profits could really start to develop. OneFilm is easy to sell since it eliminates your customers' concerns over which film speed to buy. They can get beautiful pictures in nearly every condition.

When you add it all up it should be obvious that Polaroid can meet your consumers' total imaging needs. And that equals out to a beautiful profit picture for you. **Polaroid.**

ALA 1990–91 WORLDWIDE DIRECTORY & FACT BOOK

Table of Contents

How to Use this Directory & Fact Book 5

American Logistics Association—A Profile

Introducing the ALA 8
How Commissaries and Exchanges Work 10
ALA Bylaws 15
ALA Code of Ethics 18
ALA Nominating Procedures 19
ALA's 1989–90 Board of Directors, Officers & Headquarters Staff 20
ALA's 1989–90 Chapter Presidents 22
ALA's 1989–90 Committees & Task Force Groups 24

Annual Directories & Facts

ALA Members

Broker, Distributor & Media Members 27
Industry (Company) Members 35
Index to (Individual) Members 77

Congress

Key House & Senate Committees 151

Military & Government Resale Agencies

Department of Defense 160
Defense Commissary Agency (DeCA) 161
Air Force Commissary Service *(AFCOMS)* 162
Army and Air Force Exchange Service *(AAFES)* 176
Defense Logistics Agency *(DLA)* 206
Defense Personnel Support Center *(DPSC)* 213
Navy Resale and Services Support Office *(NAVRESSO)* 219
U.S. Army Troop Support Agency *(TSA)* 230
U.S. Coast Guard *(Exchange and Morale Division)* 235
U.S. Coast Guard *(Personnel Services Division)* 238
U.S. Marine Corps *(Commissary Service Branch)* 240
U.S. Marine Corps (*Retail Operations Branch*) 241
Veterans Canteen Service *(VCS)* 248
Office of Commissary and Recreation Affairs (*Department of State*) 250
Morale, Welfare and Recreation Activities 252
Index to Military Resale Professionals 255

Index to Advertisers 262

Cover Photo by Bill Brooks/Master File

1989–90 WORLDWIDE DIRECTORY & FACT BOOK

Published as a service to members
AMERICAN LOGISTICS ASSOCIATION
1133 FIFTEENTH STREET, N.W.
SUITE 640
WASHINGTON, D.C. 20005
(202) 466-2520
Telex: 6502459439
FAX: (202) 296-4419

Member price: $20

Selected distribution to non-members: $50

ISBN 0-915959-00-3

Quality Begins with Dedication

Quality Products for Your Patrons

Generations of Americans have grown up trusting the quality and value of Nestlé products. As America changes, so does Nestlé Foods to be able to serve you better. Throughout our past, present and future, one value remains constant: the uncompromising quality and integrity of every product in the Nestlé line.

Quality Programs for Your Patrons and for You

Each and every promotion and program Nestlé offers, is conceived, developed and executed with one single objective: to deliver maximum sales results in your store and maximum satisfaction and savings to your patrons.

Quality People Standing Behind You

Every product, every program, every service offered to you is only as good as the people within the Nestlé organization who work to make it all successful. The difference is the Nestlé team working hard for you.

NestléFoods® Capturing the Spirit of American Quality and Value

100 Manhattanville Road, Purchase, NY 10577

HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

The ALA DIRECTORY comprises mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

—*ALA Information:* lists the ALA's Board of Directors, officers, executive and headquarters staff, committees and task force groups, bylaws and chapter presidents.

—*Industry Members:* lists ALA member companies alphabetically by name with address, phone number, fax and telex, voting, corporate and individual members, and description of products/service offered. Also provides Supply Bulletin data.

—*ALA Broker, Distributor and Media Members:* separate alphabetical lists of ALA-members in these categories. Refer to "Industry Members" listing for full profiles.

—*Index to Members:* alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for anyone listed in "Industry Members.") Gives ALA chapter affiliations.

—*Congress:* separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.

—*AFCOMS:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*AAFES:* lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*Defense Commissary Agency (DeCA):* lists key headquarters personnel and members of the transition team as of October 1, 1990.

—*Department of Defense (DoD):* lists key personnel involved with the resale industry.

—*DLA:* lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.

—*DPSC:* lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.

—*Department of State:* lists key HQ personnel as well as description of the Office of Commissary and Recreation Affairs.

—*NAVRESSO:* lists key HQ and field (FSO) personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*TSA:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Coast Guard (Exchange and Morale):* lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.

—*Coast Guard (Personnel Services):* lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.

—*Marine Corps (Commissaries):* lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Marine Corps (Exchanges):* lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying information.

—*VCS:* lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.

—*MWR Activities:* separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.

—*Index to Resale Professionals:* alphabetically lists *all* military resale personnel in sections above, with the appropriate page number.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources. We are happy to assist you.

Ask your KRAFT representative how to use this ad to help your patrons

The products they see in this KRAFT recipe ad are the the products they'll look for in your store.

We're inviting your patrons to visit your store. So when they come shopping, make it easy for them to find the ingredients they want.

These attention-getting creative displays will make shopping a breeze.

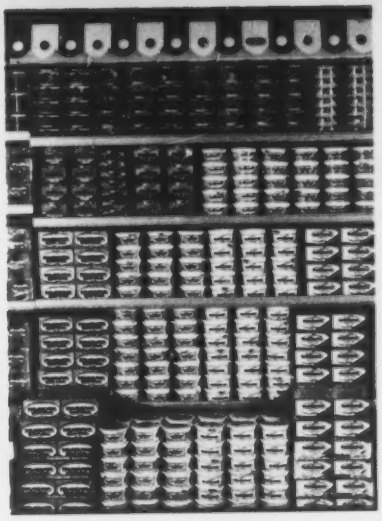
Talk to your KRAFT Representative for ideas and colorful point-of-purchase materials that help you serve your customers.

KRAFT helps you-help your patrons.

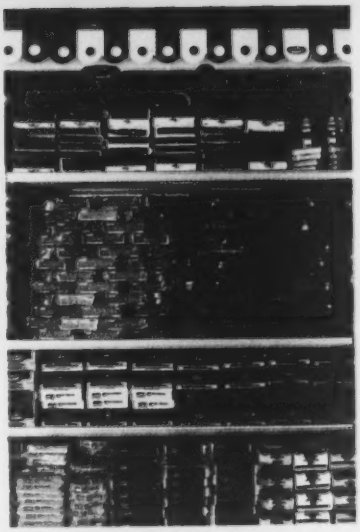
KRAFT

For good food and good food ideas!

With the KRAFT recipe and the colorful display you'll help your customers.

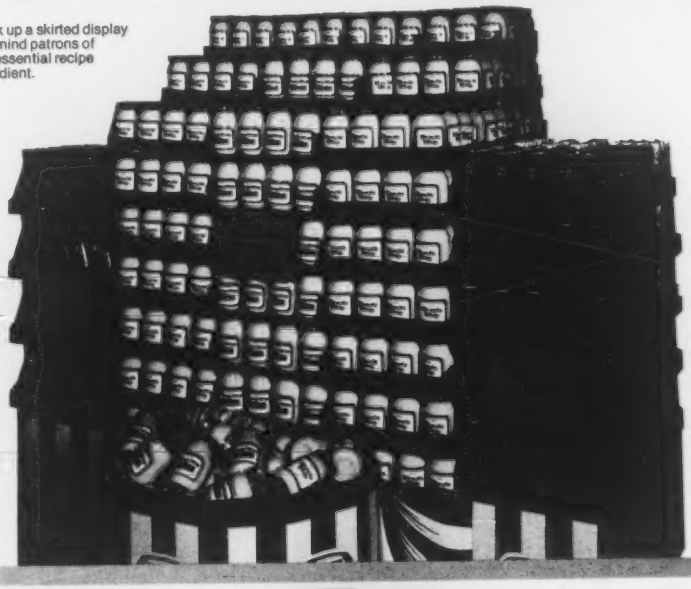


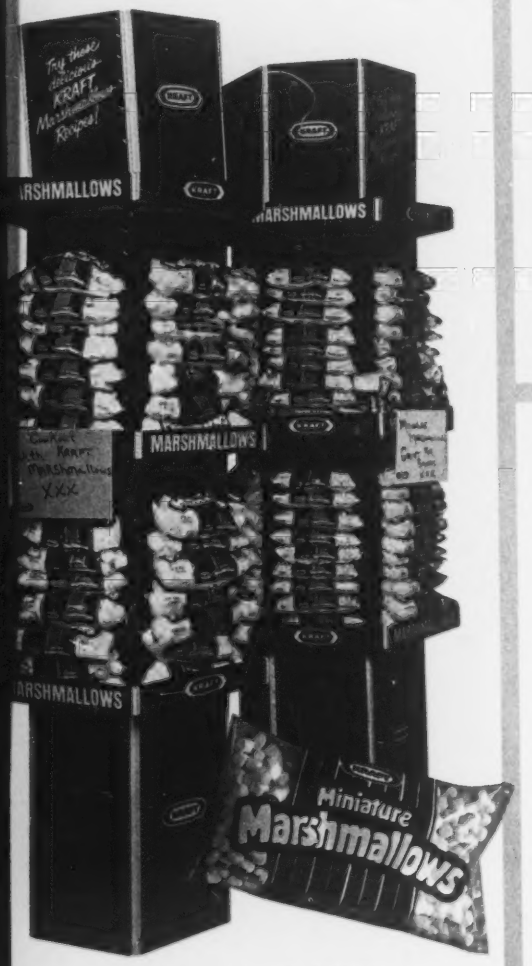
Give our delicious PHILADELPHIA Cream Cheese a great spread like this.



A lively display of KRAFT cheese invites dairy case sales

Stack up a skirted display to remind patrons of this essential recipe ingredient.





It's a great day when eye catching displays are there to help your customers.

Your patrons will be looking for VELVEETA Pasteurized Process Cheese Spread. Make this irresistable display.

INTRODUCING THE AMERICAN LOGISTICS ASSOCIATION

The American Logistics Association is a voluntary, non-profit trade organization formed to promote, protect, and improve the business, of those who sell products and services to the government, for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess halls, ships stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

The American Logistics Association

The ALA promotes, protects, and improves the military exchange, commissary, club, and troop subsistence market. The association offers members, who supply goods and services to these facilities, a wide variety of business resources and services. Here are some examples:

- Provides a setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.
- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of Member brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

ALA's Member Services Include:

- **Annual Convention.** International showcase for the entire military resale industry.
- **Worldwide Directory.** Key year-round marketing reference guide to the Military Market.
- **Interservice.** Quarterly official journal offers invaluable editorial content.
- **Executive Briefing.** Newsletter reports the issues and regulations in military merchandising/marketing.
- **Pocket Factbook.** Handy guide offers industry statistics at your fingertips.
- **Conferences/Roundtables.** Annual series of meetings cover regional topics; draw together full industry participation to improve exchanges, commissaries.
- **Commissary Committee.** Explores issues impacting commissaries; recommends policy.
- **Exchange Committee.** Examines military exchange affairs; recommends policy.
- **Special Groups, Task Forces.** Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems.
- **Government Liaison.** Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.
- **23 Chapters Around the World.** Focusing on local problems in the States, Europe and Pacific.
- **Special Member Benefits.** ALA offers member discounts for car rental, planogram services, hotel discounts, and certain office machines.

CONVENTION & CONFERENCES.

ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year to:

- Provide a forum for the open discussion of ideas;
- Promote the exchange of knowledge and experience among industry and military leaders;
- Develop meaningful and thought-provoking education programs;
- Identify industry trends; and
- Encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through seminars at the regional level.

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military

representatives from regional and local military resale operations. There they tackle mutual business problems in an atmosphere of candor and cooperation.

These conferences offer insights into the systems and strategies of doing business with government and military agencies.

To ensure that appropriate business practices are conducted, the following disclaimer is read at every ALA meeting:

> "It must be noted that during ALA Board of Directors meetings, Standing Committee meetings and all other Association meetings, under no circumstances, for any reason whatsoever, may any discussion be held for any purpose of or which has the effect of either directly or indirectly limiting competition or restraining trade. At all Association meetings there may be no discussions as to geographic allocation of business activities; no discussions as to how much anyone can make, buy or sell; no discussions on price differentials or the maintenance of resale prices; no discussions as to class of consumers; no discussions as to the amount or extent of the supply of the products reaching the marketplace; and no discussions about preventing any buyer or class of buyers from having access to all the present or potential products of industry."

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, use their industry expertise to assist the services in developing future policies and programs for improvement.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS. With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints. This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade and military associations to provide a unified voice on legislation, and regulatory actions which might affect the resale systems and their patrons.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committee members.

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

Some of ALA's committees include: Commissary Committee, Exchange Committee, Membership Committee and several special groups and task forces that address issues involving frequent delivery, electronic data interchange, public affairs, training, merchandising to the military resale systems and more.

PUBLICATIONS. A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information.

ALA is proud of the quality of its educational communications materials which play a major role in the continuing flow of information on new government/military policies, and new techniques and concepts in military resale marketing.

Interservice is the ALA's official quarterly magazine structured around in-depth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from new products marketing to

patron demographics to resale business operations. Featured in each issue is a special report—the annual brokers and distributors listings, a brand names and suppliers directory, or the fiscal year's commissary and exchange sales reports.

Executive Briefing is the ALA monthly newsletter that gives up-to-the-minute updates on issues of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" each month.

And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source. Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. ALA Legislative Reports provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. Awards Program. To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

HOW COMMISSARIES AND EXCHANGES WORK

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a 5% surcharge—not a sales tax.

In short, the commissary customers themselves pay (through the surcharge) for the construction of their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, fast food operations, movie theaters, and more) activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide an after-tax disposable income benefit to authorized patrons. Neither the commissary nor the exchange operation, however, make a profit. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings . . . earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to individual military unit morale, welfare and recreation (MWR) fund accounts.

These so-called MWR activities include arts, hobby and craft shops, recreation centers, sports equipment, athletic activities, child care centers, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as main PX/BX convenience stores, package stores, food operations, gas stations, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business

America's best deserves the best.

And Frito-Lay delivers it. As the #1 snack supplier to the U.S. military, we have to be the best. Every day, in commissaries and exchanges throughout the world, you can count on the freshness and quality of Frito-Lay snack products. Take home a bag today.

Frito Lay

Giving the services the service they deserve.

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operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 14 million customers within their military community. The exchange facilities are staffed by a workforce dedicated to the basic philosophy of offering good service and value to customers.

Because they are "nonappropriated fund" government activities, the exchange systems do not receive taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over $9.3 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual airmen, soldiers, sailors and marines nearly $300 million for their morale, welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: *How many exchange stores are there?*

A: At present, there are 651 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities.

Q: *Who pays for exchange stores?*

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases. The approximately 3,800 military people are paid from appropriated funds.

Q: *Who operates military exchanges?*

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force Exchange Service (a joint military command), the Navy Resale System, and the Marine Corps Retail Operations Branch. The Coast Guard and the Department of Veterans Affairs operate their own exchanges.

Q: *Who shops in exchanges?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees, totaling 14 million individuals.

Q: *Why do we need exchanges?*

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: *Do exchanges compete with the private sector?*

A: No. The exchange systems are regulated as to the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: *Why are exchange store prices sometimes higher than "downtown" prices?*

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-30 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES

The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5% surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 235 in the continental U.S.; 186 overseas; 421 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriation (this amounts to just over $700 million a year). All other costs of operation are paid for directly by the military patrons themselves.

INTENTIONAL
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Q: *Who operates military commissaries?*

A: Each individual military service branch manages its own commissary store program, with the assistance of other military and civil agency support elements for finance and accounting, physical distribution and storage.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees, totaling 14 million individuals.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are among the only benefit aimed exclusively at the military family.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "whereas commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide) the figure is $76.93; for commercial supermarkets it's $35.79.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

ALA WORLDWIDE DIRECTORY STAFF

Herman Marshall, Jr., Editor
Melisa Auerbach, Publications Assistant
Lisa Strauss, Advertising Manager

ALA ANNOUNCES 1991 MEETING SCHEDULE

WESTERN CONFERENCES
January 28-30, 1991
Omni San Diego
San Diego, California

EXCHANGE ROUNDTABLE
March 4-6, 1991
Marriott Newark Airport
Newark, New Jersey

COMMISSARY ROUNDTABLE
March 25-27, 1991
Westin Galleria Dallas
Dallas, Texas

EXCHANGE ROUNDTABLE
April 15-17, 1991
Westin Galleria Dallas
Dallas, Texas

EASTERN CONFERENCE
June 24-26, 1991
Omni Norfolk
Norfolk, Virginia

ANNUAL CONVENTION
October 27-30, 1991
Omni Shoreham Hotel
Washington, DC

CONTACT: (202) 466-2520

Serving you for over 85 years
Gillette...
The Tradition of Quality Continues

ALA BYLAWS

ARTICLE I

Name, Headquarters and Purpose

(a) The name of this Association is the American Logistics Association. Its headquarters and principal office shall be in the City of Washington, District of Columbia. The Association shall maintain other offices at other places as the Board of Directors may from time to time direct.

(b) The purpose of the Association shall be to promote the activities, interests and objectives of companies and individuals actively engaged in the manufacture, sale and/or distribution of products and services to agencies of the United States Government, such as the Department of Defense and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. The Association shall also pursue such other purposes as are stated in its Articles of Incorporation.

ARTICLE II

General Form of Organization

(a) The affairs of the Association shall be governed by a Board of Directors which shall be composed of thirteen (13) persons, nine (9) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(b), two (2) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(c), one of whom shall be appointed by the Board of Directors to serve for a term of one (1) year, said appointment by the Board insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board, and one (1) of whom shall be the immediate past president of the Association, who shall serve on the Board of Directors for a term of one (1) year.

(b) The Board of Directors shall, at its first meeting after the annual meeting of the membership, elect from their number a president , a vice president, a secretary and a treasurer. The immediate past president shall serve as Chairman of the Board of Directors. No person shall simultaneously serve in more than one office.

(c) The term of office of each of the officers of the Association shall be for one year or until his successor is elected and shall have qualified, but may not exceed two years for any reason.

(d) The Board of Directors shall have the power to appoint additional officers of the Association upon such terms and conditions as the Board may by resolution prescribe, subject, however, to the provisions of the Articles of Incorporation and these Bylaws. The President shall have the authority to appoint all standing and special committees of the Association. The Board of Directors shall be responsible for the overall policies of the Association.

ARTICLE III

Duties of Officers

(a) The president shall be the chief executive officer of the Association and shall preside at all meetings of the Board of Directors and, subject to approval by the Board of Directors, pursuant to Article II(d), shall appoint the members of all committees not otherwise provided for in these Bylaws.

(b) The Vice President shall, in the absence or disability of the President, perform the duties and exercise the functions of the President. The Vice President shall also exercise and perform such other duties, and have such other functions as the President of the Board of Directors shall from time to time designate. In the event of the death, resignation or permanent disability of the President, the Vice President of the Association shall assume the duties of the office.

(c) The Secretary shall keep the minutes of the meetings of the Board of Directors in books provided for that purpose; shall preserve all records, letters and other documents relating to the affairs of the Association; shall keep in a book provided for that purpose the names and addresses and dates of membership of all members of the Association; and shall perform such other duties as the Board of Directors may from time to time require. He shall sign all agreements made in the name of the corporation and shall affix the corporate seal, of which he shall have custody, to all instruments requiring it. The Board of Directors shall elect at least one Assistant Secretary of the Association. Such Assistant Secretary shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(d) The Treasurer shall receive and account for all of the funds of the Association, and shall render annual statements showing in detail all monies received and the source thereof; all funds disbursed by the Association and the purpose for which the same shall have been expended. The Treasurer shall perform such other duties as may be prescribed by the Board of Directors. If required by the Board of Directors, he shall give bond in such form and with such surety as shall be satisfactory to the Association for the proper and faithful performance of the duties of his office and for the restoration to the corporation in the event of his death, resignation, retirement or removal from office, of all books, papers, vouchers and other property or assets of the corporation in his care or possession or under his control. The premium for such bond shall be paid by the Association. The Board of Directors shall elect at least one Assistant Treasurer of the Association, who need not be a member of the Board of Directors or of the Association. Such Assistant Treasurer shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(e) The Chairman of the Board shall act in an advisory capacity to the President and to the Board, but shall have no other authority in the direction of the Association.

(f) The Officers and the Board of Directors of the Association shall be entitled to no salary or other compensation for their services as such.

ARTICLE IV

Meetings

(a) An annual meeting of the Industry members, as described in Article V, shall be held during the Association's annual convention in each year at which time the Industry members shall elect by a plurality vote such number of Directors as shall be necessary to fill the vacancies of those Directors whose terms are expiring during the then current year. The annual meeting shall be held in Washington, D.C., or in such other place as the Board of Directors shall designate.

(b) The term of office for nine (9) of the members of the Board of Directors shall be three (3) years, except that, at the first annual meeting after the effective date of this Article IV, the Industry members shall elect a Board of nine (9) members, three (3) of whom shall serve for a term of three (3) years, three (3) of whom shall serve for a term of two (2) years, and three (3) of whom shall serve for a term of one (1) year. Vacancies occurring in the Board of Directors by reason of death, resignation, retirement, disability or removal from office shall be filled by vote of the remaining Directors, and a person or persons so elected shall serve for the unexpired portion of the term for which his predecessor was elected.

(c) Two of the members of the Board of Directors shall be elected by the Presidents of the Chapters of the Association. The President of the Association shall appoint a nominating committee of three (3) Chapter Presidents, whose duties shall be identical to the duties described in Article VIII(a). The Chapter Presidents shall vote prior to the Association's annual convention. The term of office for each of the two (2) members of the Board of Directors elected pursuant to

this paragraph shall be for a term of one (1) year.

(d) Notice of the date, time and place of the Association's annual convention shall be announced to each member at least (60) days prior to the date of the meeting. Such notice shall also include the report of the Nominating Committee.

(e) The order of business to be transacted at the Association's annual convention shall be determined by the Board of Directors prior to the meeting. A quorum for the transaction of business shall be such number of Industry members as are present either in person or by proxy.

(f) Industry members may vote either in person or by written proxy, except that no proxy shall be exercised by a person who is not himself an Industry member.

(g) The Board of Directors shall hold an organization meeting within thirty (30) days after the Association's annual convention at which they shall elect the officers to serve for the ensuing year, elect the Board Member to serve for one year pursuant to Article II(a), and transact such other business as shall be appropriate. Such meeting shall be convened at the call of the President.

(h) The Board of Directors shall meet at least quarterly at a place to be designated by the President with the approval of the Board.

ARTICLE V

Membership

(a) Membership in the Association shall consist of two classes: Industry and Individual.

(b) Industry membership shall be open to those persons, natural or legal, including local chapters of the Association, actively engaged in the manufacturer, sale and distribution of products and services to agencies of the United States Government, such as the Department of Defense, and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. Each Industry member admitted to the Association shall be entitled to nominate four (4) persons as representatives to attend seminars, conferences or similar meetings and to receive newsletters, news releases, market data and other materials provided by the Association to Industry members. However, only one representatives of each industry membership is entitled to attend and vote at any meeting of Industry members. The authority of the voting representative of each Industry member shall continue until the Industry member notifies the Association in writing that a replacement has been made. Such representatives shall be eligible to serve on committees of the Association and otherwise be entitled to all other privileges of an Industry member. There shall be no additional dues charges or other assessments made against up to four designated representatives of an Industry member.

(c) As described in Article V(b), each Industry member may designate four (4) persons as representatives, but may only designate one such representative to vote at an Association meeting. Pursuant to the foregoing sentence, as used in this Article, each of the four (4) persons designated by an Industry member shall be referred to as "Voting Industry member." Subject to the exception noted in the next sentence, persons elected to the Board of Directors must be an Industry member or a voting Industry member of the Association. The person appointed by the Board of Directors for a term of one (1) year, pursuant to Article II(a), need not be either a Voting Industry member or an Industry member, but must be a member of the Association. Notwithstanding any other provisions of this paragraph, no person who has served a three (3) year term on the Board of Directors may be re-elected to the Board within two (2) years of the end of the three (3) year term served, and no person may be elected to the Board of Directors if one of the four (4) Industry members from such person's company is already serving on the Board.

(d) All applications for membership for whatever class, shall be in writing, on forms provided for that purpose, and shall be submitted to the Board of Directors. Such applications shall include such information as the Board of Directors shall from time to time prescribe and shall be accompanied by tender of all dues required for such membership. The Board of Directors shall vote on all pending applications for membership at each of its regular meetings, provided however, that renewal applications need not be approved by the Board.

(e) The Board of Directors may from time to time by resolution, elect a person or persons to Honorary or Life membership in the Association. Such membership will entitle holder thereof to the rights and privileges included in the resolution, but such memberships will not entitle recipient to the right to vote as an Industry member.

(f) Industry members of the Association in good standing may, subject to rules and regulations adopted from time to time by the Board of Directors, print upon their labels and stationery the legend "Member of American Logistics Association," provided that the legend shall be so printed as in no way to give the consumer an impression that it is a representation of quality, or that the quality of the product is endorsed by the Association.

ARTICLE VI

Dues and Fees

(a) The Board of Directors shall establish and periodically review the dues structure of the Association.

(b) The Board of Directors may from time to time increase or decrease the dues payable by the members and may determine the amount of other fees and payments by the members from time to time, including, without limitation, the amount of registration and other fees connected with attendance at meetings, conventions or seminars conducted by or under the auspices of the Association. Provided, however, that there shall be no retroactive increase in the dues and no such increase shall be effective until the expiration of the period for which a member shall have paid dues in advance.

(c) Any member who does not pay his or its membership dues or who engages in conduct prejudicial to the Association, or who ceases to meet the qualifications for membership specified in the Bylaws, may be dropped from membership. The Board of Directors may terminate the membership of such member by the affirmative vote of two-thirds of the members of the Board provided, however, that the Board of Directors instead of terminating the membership of such member may have the option of suspending such member for such period of time as the Board may determine. Any Member whose membership has been so terminated or suspended shall have the right to be heard at the next regular or special meeting of the Board of Directors, and to have such termination or suspension reconsidered at that time by the Board.

(d) Any member may withdraw from membership by filing with the Executive Vice President a written resignation which shall take effect immediately upon its receipt. Such resignation shall not, however, relieve the person, firm, partnership, association, or corporation, so resigning from liability for unpaid dues.

ARTICLE VII

Chapters

(a) Additional local chapters, other than those in existence on the effective date of Article VII of these Bylaws shall be organized only upon the approval of the Board of Directors upon such terms and conditions as the Board of Directors may determine.

(b) Upon dissolution of any local chapter or the withdrawal of its chapter, all of its property and records shall be and become the property of the Association.

ARTICLE VIII

Committees

(a) The Board of Directors shall annually appoint a Nominating Committee, which shall consist of not fewer than three (3) members of the Board of Directors, and an equal number of members not on the Board of Directors. The Nominating Committee shall meet at the call of the President and shall, not later than one hundred twenty

(120) days prior to the date of the annual meeting, present its report to the Board of Directors. Such report shall include its recommendations for persons who are to be candidates for election to fill the vacancies on the Board of Directors at the annual meeting pursuant to Article IV(b). In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making the Board of Directors broadly representative of the Association as the membership is reflected on the rolls. The Nominating Committee Report also shall include a statement that all candidates nominated have stated that they are willing to serve on the Board of Directors and assume at least one of the officer positions of the Association. Recommendations for the Chapter President vacancies on the Board shall be reported pursuant to Article IV(c). One candidate shall be recommended by the Board Nominating Committee, for each Board vacancy which shall be voted upon at the annual Meeting of Industry members.

(b) Upon the publication of the report of the Nominating Committee, as hereinbefore described, direct nominations may be made to the Board of Directors. Such nominations shall be in writing, shall identify the person or persons nominated, shall be subscribed by not fewer than twenty-five Industry members of the Association and shall include the written acceptance of the person or persons nominated to serve in the office for which they are nominated. Any such nomination in the possession of the Board of Directors not later than thirty (30) days prior to the date on which notice of the annual meeting is to be sent to the members shall be included in such notice.

(c) The Board of Directors may, by resolution, establish such other standing or special committees as it shall deem necessary for the transaction of the activities and affairs of the Association. Such committees shall have and may exercise such powers and duties as the Board shall from time to time designate.

ARTICLE IX

Accounts

(a) The fiscal year of the Association shall end on the 30th day of June in each year, commencing with the 30th day of June of the first year in which these Bylaws shall become effective.

(b) The accounts of the Association shall be audited not less frequently than annually by an independent auditor, who shall be a Certified Public Accountant, whose report shall be submitted to the Board of Directors at the annual meeting. Copies of such reports shall be sent to each Industry member as soon as practicable after the annual meeting.

ARTICLE X

Publications

(a) The Association may publish such publications or periodicals as the Board of Directors shall from time to time determine.

(b) The Board of Directors shall have authority to determine the format of such periodicals, the advertising rates, if any, therein, and the subscription price thereof to non-members. The Executive Vice President shall have authority to retain or engage any editorial personnel necessary for the publication thereof as shall be deemed necessary.

(c) The Executive Vice President shall be, ex officio, the editor and publisher of all publications of the Association.

ARTICLE XI

Headquarters Staff

(a) The Headquarters of the Association shall be managed by its staff, which shall be under the direction of an Executive Vice President. The Executive Vice President shall have authority to employ such other personnel as shall be deemed necessary to attend to the affairs of the Association, consistent with these Bylaws and with any budgetary limitations imposed from time to time by the Board of Directors.

(b) The Executive Vice President shall have such further powers and duties as the President or the Board of Directors shall from time to time designate. A position description of the authority and responsibilities of the Executive Vice President shall be maintained at Association headquarters.

(c) The Executive Vice President shall be entitled to attend all meetings of the Board of Directors and meetings of the membership of the Association, but shall have no vote thereat. The Executive Vice President shall not, during the term of his employment as such, be an Industry member of the Association.

ARTICLE XII

Amendments and Quorum

(a) These Bylaws may be amended at any regular meeting or special meeting of the membership of the Association, provided that notice of any proposed amendment shall have been included in the notice of such meeting.

(b) In the absence of such meeting, these Bylaws may be amended by mail ballot, the conduct of which shall be under the procedures as the Board of Directors shall from time to time prescribe.

(c) Any amendment or amendments to these Bylaws whall be effective upon the affirmative vote of a majority of the membership of the Association voting in person, by proxy, or by mail ballot.

(d) A quorum at any meeting of the membership of the Association shall consist of a majority of those entitled to be present, either in person by proxy.

ARTICLE XIII

Indemnification

(a) The Association shall indemnify and hold harmless each person who is now or has been or shall hereafter serve as a director or officer of the Association from and against any and all claims and liability, whether the same settled or proceed to judgement, to which such person shall have become subject by reason of his having heretofore or hereafter been a director or officer of the Association, or by reason of any action alleged to have been heretofore or hereafter taken or omitted by him in such capacity,and shall reimburse each such person for all legal and other expenses (including the cost of settlement) reasonably incurred by him in connection with any such claim, liability, suit, action or proceeding; provided, however, that no such person shall be indemnified against, or be reimbursed for, any claims, liabilities, costs or expenses incurred in connection with any claim or liability, or threat or prospect thereof, based upon or arising out of his own willful misconduct, in the performance of his duties as such director or officer of the Association. The determination of all questions as to the existence of willful misconduct, and as to the right to indemnity and reimbursement hereunder and the reasonableness of such costs and expenses may be made, and shall be final and conclusive if made by the Board of Directors of the Association acting at a meeting at which a quorum is unaffected by self-interest notwithstanding that other members of the quorum present but not voting may be so affected. The rights accruing to any other person under the provisions of this Article XIII shall not exclude any other right to which he may be lawfully entitled, nor shall anything herein contained restrict the right of the Association to indemnify or reimburse such person in any case even though not specifically herein provided for.

ALA CODE OF ETHICS

I. Integrity of Membership

A. It shall be a violation of this Code for a member of this Association to make a false statement or fail to disclose a material fact in connection with his membership in this Association.

B. It shall be a violation of this Code for a member of this Association to (1) circumvent these rules through actions of another; (2) engage in illegal conduct; (3) engage in any conduct involving dishonesty, fraud, deceit or misrepresentation.

II. Confidences and Secrets

A. It shall be a violation of this Code for a member of the Association to reveal a confidence or secret of his employer or principal. As used herein, a confidence or secret refers to information gained as a result of employment or agency that the member of the Association knows or has reason to believe the disclosure of which would be embarassing or would be detrimental to the employer or principal.

B. It shall be a violation of this Code for a member of this Association to use a confidence or a secret of an employer or principal to the disadvantage of the employer or principal.

III. Conflicts of Interest

A. It shall be a violation of this Code for a member of this Association, except with the consent of his employer or principal, to accept employment or serve as an agent if the exercise of his professional judgment on behalf of his employer or principal will be, or reasonably may be, affected by his own financial, business, property or personal interests. Nothing in this Code shall prohibit a member of the Association from employment on a contingency or a commission basis. It shall, however, be a violation of this Code for a member of this Association to enter a business transaction with an employer or a principal if the member has differing interests therein and if the employer or principal expects the member to exercise his professional judgment; however, such business transaction is permissible when full information concerning any potential conflict of interest has been disclosed to the employer or principal, and said party consents thereto.

B. It shall be a violation of this Code for a member of this Association to accept or continue employment if the exercise of his professional judgment will be or is likely to be adversely affected by his employment or representation of another party, except to the extent permitted under Rule III C.

C. A member of this Association may represent multiple employers or principals if it is obvious that he can adequately represent the interests of each.

IV. Avoiding Influences by Others

A. It shall be a violation of this Code for a member of this Association to accept compensation for his services from anyone other than his employer or principal. As used in this rule, compensation shall include any thing of value and shall include all emoluments, gratuities or rewards.

B. It shall be a violation of this Code for a member of this Association to give or cause to be given any compensation or thing of value to any person to influence such person's judgment with respect to the activities of the said member, his principal or employer.

V. Performance of Contracts

A. It shall be a violation of this Code for a member of this Association to fail intentionally to carry out a contract for the delivery of goods or services to an agency or department of the United States government, or any other party.

B. It shall be a violation of this Code for a member of this Association to aid or participate in a contract or agreement that he believes to be unlawful.

C. It shall be a violation of this Code for a member of this Association to accept a contract for the delivery of goods or services when such member knows or has reason to know that he, his principal, or employer is not competent to accept such an undertaking.

ALA NOMINATING PROCEDURES

ALA's Board of Directors

9 Members elected by membership
1 Appointed by Board
1 Immediate Past President
2 Elected of Chapter Presidents

Nominating Committee

Nominations to the Board of Directors are contributed to the Nominating Committee in a number of ways:

1. Candidates proposed by members of the Nominating Committee
2. Members who volunteer themselves as potential nominees
3. Candidates proposed by other members.

The Nominating Committee which is appointed by the Board of Directors in accordance with Article VIII of the Bylaws shall be composed of no less than three members of the Board of Directors and at equal numbers of members not on the Board. The Nominating Committee must meet no less than 120 days prior to the annual meeting. One candidate for each of the three vacancies which occur through normal term expirations will be made.

Nominations by the Membership

Upon publication of the report of the Nominating Committee additional candidates may be made part of the ballot when no fewer than 25 Industry members of the Association subscribe to the candidacy (and the candidate accepts) and this candidacy is provided to the Board of Directors 30 days prior to the official announcement of the annual meeting. In other words, these petitions must be received no less than 90 days prior to the annual meeting.

Appointment by Board Directors

In addition, in accordance with Article II, the Board of Directors is required to appoint an additional Director for one year "insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board." The remaining Board position is filled by the Immediate Past President of the Association or an appointee to complete the total of 13.

Chapter Representatives

Two Chapter representatives are elected for one year terms, by the Chapter Presidents.

About Candidates

The Bylaws state: (article VIII(a)) "In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making Board of Directors broadly representative of the Association as the membership is reflected on the roles."

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ALA 1989–90 BOARD OF DIRECTORS*

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C. Lloyd Johnson Co., Inc.

VICE PRESIDENT
Paul Bierhaus
3M/Consumer Products Group

SECRETARY
Wayne Duncan
Military Distributors of Virginia

TREASURER
Lauren Elkin III
L. J. Elkin, Inc.

ASSISTANT TREASURER
Martin F. Murphy
Noxell Corporation

CHAIRMAN OF THE BOARD
Ralph Gaillard
R. J. Reynolds Tobacco Company

CONVENTION CHAIRMAN
Peggy Barry
S & K Sales Co.

DIRECTOR
Neil A. Booth
Coca-Cola USA

DIRECTOR
Larry Craybas
General Foods USA

DIRECTOR
Fred Eddowes
Special Market Strategies, Inc.

DIRECTOR
John H. Ewing
Carnation Company

DIRECTOR
James R. Graef
The Quaker Oats Co.

DIRECTOR
George Hanson
Nabisco Biscuit Co.

DIRECTOR
Evan Singer
Phil Singer Associates, Inc.

EXECUTIVE VICE PRESIDENT
Richard D. Murray
American Logistics Association

*Terms of office for several members of the 1989–90 Board of Directors expire on October 15, 1990. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1990–91 Board of Directors will be announced.

ALA HEADQUARTERS STAFF

Richard D. Murray
Executive Vice President

Bill Irwin
VP of Operations

Alan Nissalke
VP of Government Relations/ Commissary Affairs

Carol Bok
Director of Government Relations/ Exchange Affairs

Herman Marshall, Jr.
Editor/Publications Manager

Matthew R. Murphy
Meetings Director

Todd A. Friedeman
Membership Director

Lisa Strauss
Advertising Manager

Bill Ogilvie
Systems Administrator

Maurice Branch
Accounting/Bookkeeping

Marsha Herzstein
Congressional Liaison

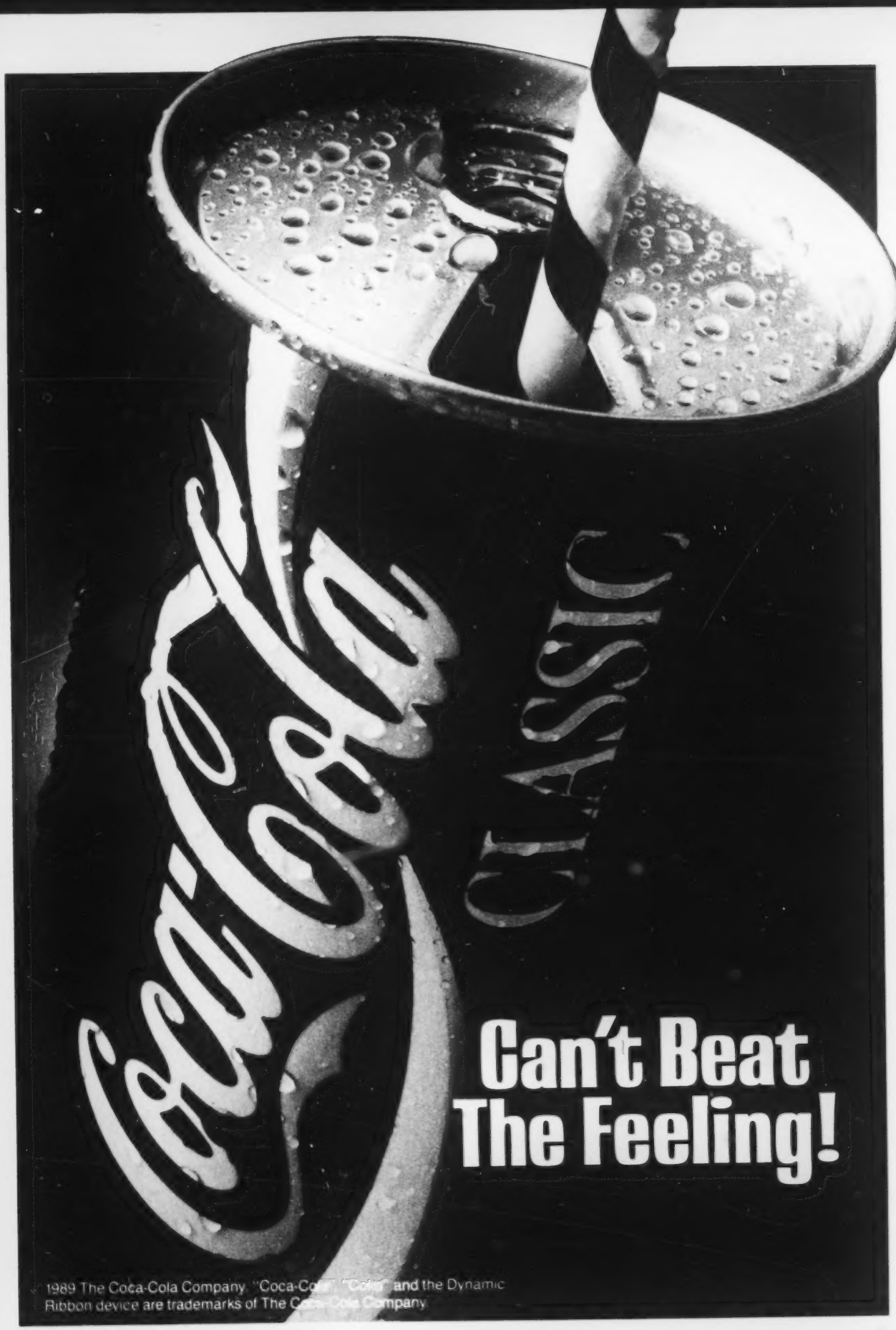
Susan Morra
Meetings Assistant

Melisa Auerbach
Publications Assistant

Tonya Young
Administrative Manager

Patricia Bartosch
Government Relations Assistant

Rachel Connell
Receptionist/Clerk-Typist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ALAMO CHAPTER
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Overseas Service Corp.

DFW CHAPTER
Jim Conrad
C. Lloyd Johnson Co., Inc.

FAR EAST CHAPTER
Jimmy Meredith
L.J. Elkin, Inc.

FLORIDA CHAPTER
Steve Susnjar
Singleton Seafood Co.

GREAT PLAINS CHAPTER
Terry Taton
General Foods

GULF AREA CHAPTER
Joe Halsted
Dixon Marketing, Inc.

JERSEY-PENN-DEL CHAPTER
Gene Finley
Carnation Company

MIDWEST CHAPTER
Rick Fortmeyer
ConAgra Frozen Foods

NEW ENGLAND CHAPTER
Lou Janson
S. Prawer & Co.

NEW YORK CHAPTER
Bill Bennett
William Bennett Associates

PHILIPPINES CHAPTER
Elmer Sales
Milbrands, Inc.

SOUTHEAST CHAPTER
Mike McDonald
Carnation Company

SOUTHERN CALIFORNIA CHAPTER
Don Fox
Monarch Crown, Corp.

WASHINGTON, D.C. CHAPTER
Jim Sherman
Post Sales & Service, Inc.

ARIZONA CHAPTER
Bill Ryan
General Foods

CENTRAL EUROPE CHAPTER
Gerald S. Mason
Dunham & Smith Agencies, GmbH

DELTA CHAPTER
Barry McGinty
C. Lloyd Johnson Co., Inc.

HAMPTON ROADS CHAPTER
Greg McGrath
General Foods

HAWAII CHAPTER
Mark Somawang
Sarvis, Inc.

NORTHERN CALIFORNIA CHAPTER
Jack Seibel
Nestle Hills Bros. Coffee, Inc.

NORTHWEST CHAPTER
Michael McGuire
General Mills

ROCKY MOUNTAIN CHAPTER
Stan Nowakowski
Dixon Marketing, Inc.

SOUTHWEST CHAPTER
Larry Hart
Sarvis, Inc.

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Jeff Brown
Francois L. Schwarz, Inc.

Bill Butchko
Del Monte Foods

Joe Clawson
Eurpac Service

Debbie Harris
The Liggett Group

Lee Harris
Warner-Lambert Company

Frank Hogan
OSC/Monette

Dudley Jones
Coca-Cola Foods

Mo Levine
Lewis Bear Company

Joe Olding
Webco USA, Inc.

Joe Sosnicki
Best Foods/Div of CPC Int'l

Helmut Wilp
West Coast Grocery Company

Alan Nissalke
ALA Liaison

ALA EXCHANGE COUNCIL

Evan Singer, Chairman
The Singer Group

Bill Amick
Mennen Company

Jim Conrad
C. Lloyd Johnson Co., Inc.

Neal Cross
Polaroid

Julio DeArcos
Bacardi Imports

Jack Fishkin
Waverly Group

Ron Neitzke
JVC of America

Barrie Shipman
Jockey International

James Tait
Eastman Kodak Co.

Jim Harris
Sarvis, Inc.

Shelly Jacob
S. Jacob & Sons

Ed Kalin
Teledyne Water Pik

Fran O'Donnell
Boehringer Ingelheim

Rick Phipps
AAi/Danal

Walter Rios
Off Duty Publications

Paul Rohde
Bausch & Lomb

William Shewciw
Brown-Forman Beverage

Jack Spence
S.C. Johnson & Son, Inc.

Carol Bok
ALA Liaison

ALA STRATEGIC PLANNING COMMITTEE

Paul Bierhaus, Chairman
3M/Consumer Products Group

Larry Craybas
General Foods

Wayne Duncan
Military Distributors of VA

Fred Eddowes
Special Market Strategies, Inc.

Jim Graef
The Quaker Oats Company

Marty Murphy
Noxell Corporation

Bill Irwin
ALA Liaison

Alan Nissalke
ALA Liaison

ALA NOMINATING COMMITTEE

Ralph Gaillard, Chairman
R.J. Reynolds Tobacco USA

Paul Bierhaus
3M/Consumer Products Group

Wayne Duncan
Military Distributors of VA

Michael Kealy
John K. Kealy Company

Marty Murphy
Noxell Corporation

Dick Rist
Dunham & Smith Sales Company

Bill Irwin
ALA Liaison

ALA ANNUAL CONVENTION STEERING COMMITTEE

Peggy Barry, Chairperson
S & K Sales Co.

Bill Butchko
Del Monte Foods

Larry Craybas
General Foods

James Graef
The Quaker Oats Co.

Gene O'Callaghan
James River Corporation

Jerry Ragucci
Seiko Time Corporation

Evan Singer
Phil Singer Associates

James Tait
Eastman Kodak Company

Lloyd Johnson
C. Lloyd Johnson Co., Inc.

Ralph Gaillard
R.J. Reynolds Tobacco Company USA

Matthew Murphy
ALA Liaison

ALA MEMBERSHIP COMMITTEE

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Nabisco Biscuit Company

Peggy Barry
S & K Sales Co.

Walter Rios
Off Duty Publications

Ernie Petrus
Eveready Battery

Bill Amick
Mennen Company

Laura Dixon
Dixon Marketing, Inc.

Jack Engle
Hanes Knitwear

Jack Fishkin
Waverly Group, Inc.

Michael Grosse
Eurpac, Inc.

Joe Sosnicki
Best Foods/Div. CPC Int'l

Todd Friedeman
ALA Liaison

ELECTRONIC DATA INTERCHANGE MILITARY REPRESENTATIVES

William Wallace
AAFES

John Madar
Dan Piszcz
USATSA

Reggie Prochazka
AFCOMS

CDR James DeLorenzo
Dreux Daumer
DPSC

Armon Coleman
MWRSPTACT

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Creative Military Sales, Inc.
CXC Marketing, Inc.
David W. Muncey, Ltd.
Dick Hughes & Co., Inc.
Dixon Marketing, Inc.
Donald W. Dickerson, Inc.
Dunham & Smith Agencies, Inc.
Ekco Group, Inc.
Emborg Foods GmbH
Emco Sales Company, Inc.
Empire Berol USA
Eurpac Service, Inc.
Forecast Marketing
Francois L. Schwarz, Inc.
George E. Abbott & Co., Inc.
Harold S. Stein & Associates
Hash Mark Associates, Inc.
Highplains Marketing Serv., Inc.
Impel Marketing, Inc.
J. D. International
J. T. Hervey & Associates Inc.
Joan M. Johnson Co.
John K. Kealy Company
K N R Military Sales, Inc.
L. J. Elkin, Inc.
Lloyd & Heinz, Ltd.
Loyal Trading Int'l Ltd.
M. J. Daniel Company, Inc.
Midwest Military Brokers, Inc.
Milbrands, Inc.
Military Sales & Service Co.
Mission Foods
Mohawk Marketing Corporation
Myport II Associates, Inc.
Nakielny Sales Associates, Inc.
Overseas Service Corporation
Pamco Enterprises
Phil Singer Associates, Inc.
Rampart Marketing, Inc.
Rampart Marketing, Midwest
Reese Brokerage Co.
S & K Sales Co.
S. Schwartz Sales, Inc.
Sarvis, Inc.
Savannah Foods & Industries, Inc.
Southern Military Sales, Inc.
Sy Abzug & Company, Inc.
T. Braden Sweetman & Assoc.
T.L. Cagle Sales/Merchandising
Texaco Lubricants Company
Tomlin Marketing
Trans European Marketing, Inc.
Turn-Key Management, Inc.
W. D. Warren Company
Waverly Group, Inc.
Webco USA, Inc.

Distributors

Western Military Sales, Inc.
Affiliated of Florida, Inc.
AGS Foods, Inc.
Alaska Traffic Consultants
Alder Food Distributors
Amextra Inc.
Art Dykstra Sales, Inc.
B. Green & Company, Inc.
Bethel Eckert Enterprises Inc.
Boudreaux Distributing, Inc.
C & C Distributors Inc.
C & S Wholesale Grocers, Inc.
C. B. Ragland Company
C. Forster GmbH
California & Washington Co.
California Pacific Associates
Chalmers' Distributors, Inc.
Coalition of Military Distributors, Inc.
Coastal Pacific Food Distrib.
Conco Food Distributors
CWO Distribution, Inc.
Daymark Foods Incorporated
Flash Steak Company, Inc.
Fleming Companies, Inc.
Florida/Southeast Frozen Foods
Front Range Distributors, Inc.
Goebel Special Markets
Hubert Company
Independent Grocers, Inc.
Jillson Distributors Inc.
Johnson Bros. Distributors Inc.
Landmark Military Distribution
Lewis Bear Company
Marin Products Company
Military Distributors of VA
Military Distributors, Inc.
Nash Finch Company
Nat'l Industries For The Blind
Overseas Military Sales Corp.
Pacrim Pizza Co.
Palisade Wholesale, Inc.
Post Sales & Service, Inc.
Professional Food Systems
Ramfjeld & Company Inc.
S. Prawer & Company
Schieffelin and Somerset
Scrivner, Inc.
Select Foods, Inc.
Service Deli, Inc.
Sharp's Distributing Company
Southern Plantation Foods, Inc.
Spilman Company, Inc.
Sterling Downey Sales Co. Inc.
Super Valu Stores (Anniston)
Super Valu Stores (Bismarck)
Super Valu Stores, Inc.
Super Valu Stores, Inc.
Super Valu Stores/Denver-Albq
Sweeney and Company
Thomas & Howard Company
Tidewater Wholesale Grocery
Tony Ingoglia Salami & Cheese
Tremont Foods
Tri-State Wholesale Assoc. Grocers
VSA, Inc.
Walsh Trading Company
West Coast Grocery Company
Western Pacific Foods
Winter Hill Frozen Foods

Media

3M/Media Networks, Inc.
Ad Sales, Inc.
AFN TV-Guide
Armed Forces Communications
Army Times Publishing Company
Cass Communications, Inc.
Conus Maxi Saver
Dhc-Werbung GmbH
The Drummers
Executive Business Media Inc.
Family Magazine
LaSalle Group, Inc.
Military Lifestyle
Military Media Inc.
Off Duty Publications
Pacific Stars and Stripes
Pedone & Partners
QLM Associates, Inc.
R & R Communications, GmbH
William Bennett Associates

Note: For more information about these companies and the services they provide, see "**ALA Industy Members,**" pages 77–148.
Current as of August 31, 1990.

Choose your processing as carefully as you choose your film.™

KODALUX MAGNAPRINT35 Service: 4″x 6″ size prints, 37% larger than standard size prints, made from your 135 color negatives, slides and prints. Glossy finish only.

Kodalux
Processing Services

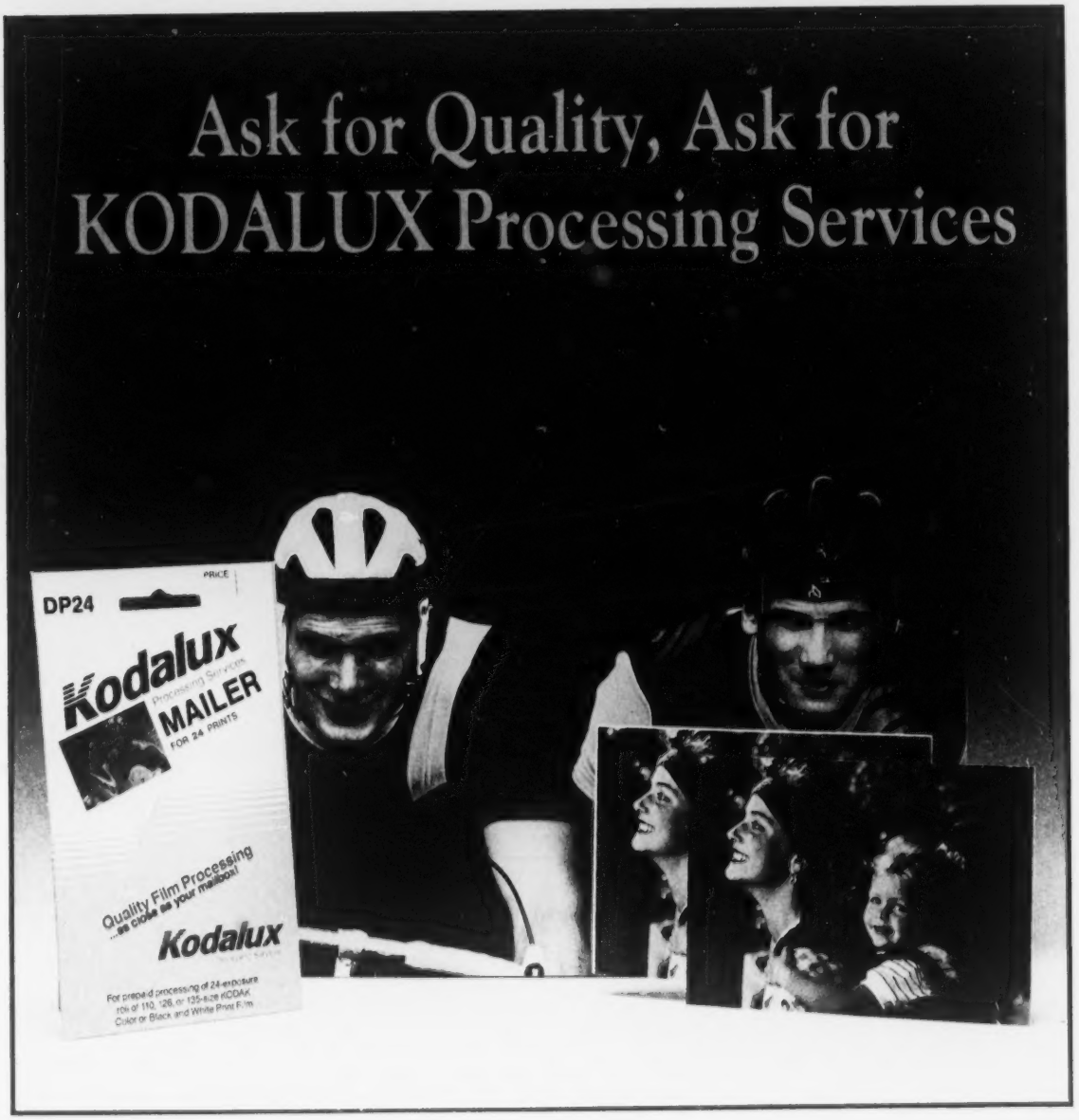
TM: KODALUX, Magnaprint35, Friendship

KODALUX Standard Prints: one print from each negative.

KODALUX Slide Processing of KODACHROME and KODAK EKTACHROME film: 135 and 110 in 2″x 2″ mounts, also available unmounted.

KODALUX Black & White Processing of T-MAX, PANATOMIC-X, PLUS-X, TRI-X and VERICHROME film: standard size prints from each negative, glossy finish only. Reprints available from 110 and 135 negatives.

Ask for Quality, Ask for KODALUX Processing Services



KODALUX FRIENDSHIP Prints: the convenient way to receive an extra set of prints at a very attractive price. (Available only at time of processing.)

KODALUX Processing Mailers: a convenient way to receive quality processing of your color prints, color slides, poster prints and more. Simply drop a roll in the prepaid envelope and send it off. Your finished order is returned to you by First Class Mail.

Other Popular Services: Reprints, Poster Prints, Gift Assortments, Prints from Slides and more.

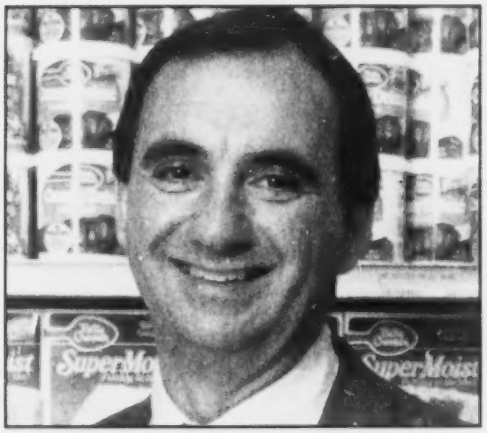
KODALUX Enlargements: available from color and black-and-white negatives, slides and prints. In sizes ranging from 5″x 5″ up to 16″x 24″. (Film format determines enlargement size.)

Kodalux
Processing Services

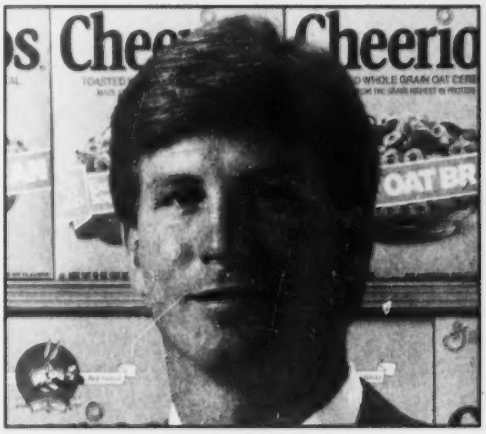
TM: KODALUX, Magnaprint35, Friendship

CONGRAT

Join General Mills in Saluting Managers of The Year. They Earn Outstanding Service to Our Valued

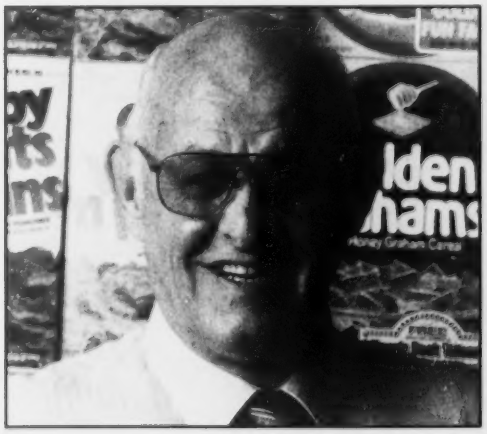


John Amore, Marshfield, Massachusetts, earns his "stripes" for superior service in the Eastern Sales Area.



Scott Bolton, Kansas City, Missouri, shows the way with meritorious performance in the Central Sales Area.

Ed Houck, Martinez, California, repeats his honor-winning efforts of last year in the Western Sales Area.



Roy Howell, Mililani Town, Hawaii, of the C. Lloyd Johnson Co., merits distinction for commendable service in the Pacific Sales Area.

ULATIONS

Our Worldwide Military Account This Honor Through Hard Work and Commissary/Exchange Customers.

Ahmad Jallad, Clermont, Florida, returns to the slate of honorees with notable accomplishments in the Southeastern Sales Area.

Paul Whittal, Queidersbach, West Germany, of the C. Lloyd Johnson Co., wins high standing for his achievements in Europe.

- Reliable Military-only Promotions
- Reliable Customer-trusted Brand Leaders
- Reliable Heavy-up Advertising
- Reliable Money-saving VPRs and Couponing

Betty Crocker® General Mills A TRADITION SINCE 1880 Gold MEDAL® Bisquick® Cheerios®

Represented Overseas by C. Lloyd Johnson Co.

©1990 General Mills, Inc.

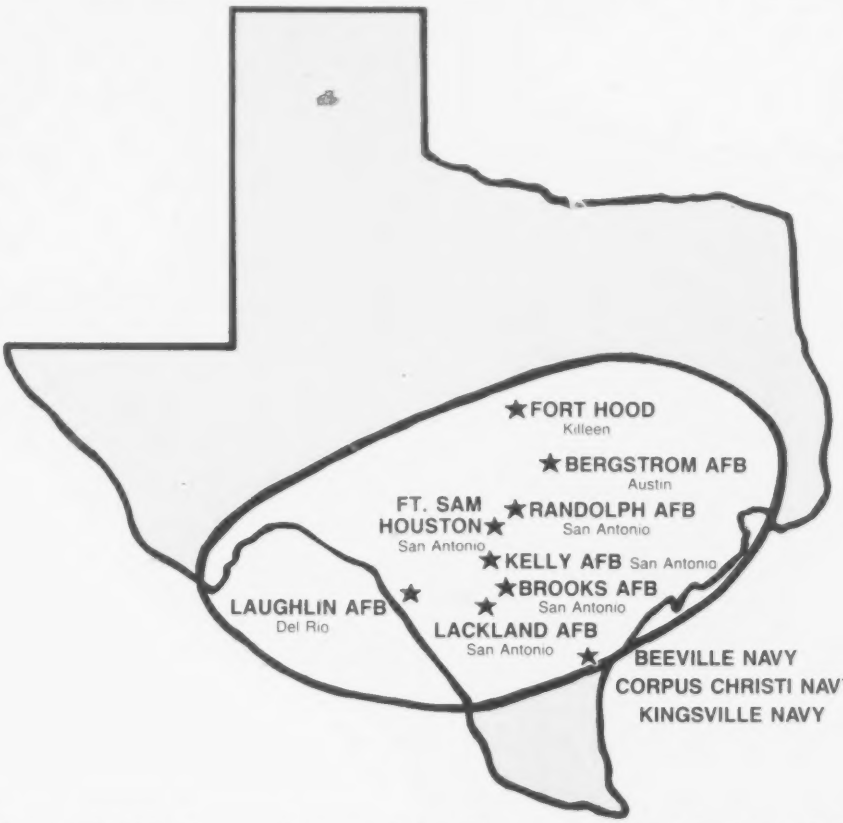
®Registered T.M. General Mills, Inc.

Sterling Downey

SALES CO. INC.

The Only 100% Military Distributor in South Texas

Professionals serving 8 South Texas commissaries
with frozen, dry and refrigerated products for 27 years.



The First 100% Commissary Distributor in the Nation 1963-1990

- Unequaled in service and averaging 98.5% completion on all orders turned in.
- Clean and precise paperwork with fully extended delivery tickets for fast collection.
- One of the largest cold storage plants in the nation dedicated solely to commissaries.
- As a professional commissary distributor, we invite inquiries from professionals serving the commissaries with food products and related items.

Eddie Schimmel **Robert S. Downey**
Linda Piland **Brent Downey**

Sterling Downey

(512) 661-8266
FAX #(512) 661-7009

4954 Space Center Drive
San Antonio, Texas 78218

SALES CO. INC.

LEADERSHIP.

PEOPLE, PRODUCTS AND PROGRAMS

As the leading supplier of food and beverages to the military resale systems worldwide, General Foods understands leadership and the qualities needed to earn the right to lead.

PEOPLE . . .

A dedicated team of sales professionals determined to understand your needs, be idea generators and problem solvers, and provide dependable service.

PRODUCTS . . .

An array of market-leadership brands that represent quality *and* value to patrons everywhere.

PROGRAMS . . .

Sales-building promotions and events designed to earn us Master Merchandiser recognition while providing you increased effectiveness and productivity.

Whatever your need, we welcome the opportunity to serve. Call your General Foods Military Sales representative on the

Master Merchandiser hotline:
Collect (914) 335-2025

MILITARY SALES

GENERAL FOODS

MASTER MERCHANDISER

THE FIRST FAMILY OF CAR CARE.

If you carry *any* automotive appearance chemicals, one name has to be at the top of your list: Armor All, the first family of car care.

Armor All® Protectant, Car Wax, Car Cleaner and Car Wash have earned overwhelming consumer confidence. With just a few hardworking SKU's, Armor All has the fastest moving products in the category. In fact, they generate nearly 40% of appearance chemical sales!

To make this year's sales more explosive, we're supporting the family with over $20 million in advertising and promotional clout—each product to receive its own network television exposure.

All you have to do is make sure your shelves are well stocked and your displays are set. You'll discover that the key to profitability in your automotive section is all in the family.

ARMOR ALL®
PROTECTANT

© Armor All Products Corporation, 1989. Armor All is a registered trademark of Armor All Products Corporation.

ALA INDUSTRY MEMBERS

How to use this listing: This membership listing provides a complete roster of all American Logistics Association members. The voting member plus three additional members are listed after the corporate address and before the company description. These four members are known as the "corporate" members. After the company description we have listed ALA's "individual" members. When a company joins the Association, they are allowed one voting member plus three additional members. Once a company has joined, additional individuals may be added to the four initial "corporate" members. These memberships are known as "individual" and may be obtained annually for $50 per person. The listing is current as of August 31, 1990.

This Industry Members listing also provides a brief description of the products, services, and special capabilities of ALA Industry members serving military and government resale and troop subsistence activities worldwide. The voting member for each company holding current ALA membership is shown in *italics*. DLA-assigned Supply Bulletin Contract numbers in the 10–500 and 10–600 series have been used when provided by ALA member manufacturers and suppliers. The numbers are shown as either "SB 10–500–000" or "SB 10–600–000", with the last three digits being the supplier's assigned brandname contract number. Since "corporate" and "individual" members may not be located at the listed company's address or telephone number it is important that reference is made to the Index to ALA Members, pages 77–148 , where all ALA members are listed alphabetically. The Index to ALA Members will also indicate, when applicable, an individuals' ALA Chapter affiliation.

3

3M/CONSUMER PRODUCTS GROUP
3M Center, Bldg. 223–4S-01
St. Paul, MN 55144–1000
(612) 736-3031
FAX: (612) 736-7142
Paul O. Bierhaus
Arnold Brown
Norman Hill
Chuck Carnes
Scotch tape, Post-it, Fabric Protector Cleaner, Energy Insulation Products,Sandpaper, Scotch Brite Products, Electrical Connectors, Dust Masks, Buf-Puf, CAL-Sup, cold packs, Health Aid Products, First Aid Tapes, Photographic Film, Angler Fishing Reels, Bow Magic
SB 10–500–013

Individual Member
Bernice Prewitt

3M/MEDIA NETWORKS, INC.
530 Fifth Avenue
New York, NY 10036
(212) 536-7846
FAX: (212) 536-7991
Cheryl Trinka
Robert Schailey
A subsidiary of 3M providing military advertising in men's and women's national consumer magazines to corporations wanting to reach the overseas members of the armed forces and their families in their homes by means of APO and FPO addresses.

A & W BEVERAGES, INC.
709 Westchester Avenue
White Plains, NY 10604–9998
(914) 397-1700
FAX: (914) 683-8864
Gil Thomas
Larry A. Law
Rob Ellis
Distributor of A&W Root Beer, Cream Soda, Vernors, Squirt, and Country Time Ready-To-Drink Lemonade to military commissaries and exchanges worldwide.

A. H. ROBINS COMPANY
Consumer Products Division
P.O. Box 26609
1405 Cummings Dr.
Richmond, VA 23261–6609
(804) 257-2776
FAX: (804) 257-2726
Joyce L. Wilson
R. Richard Wrabel
Robitussin Cough Syrup (Regular, DM, PE, CF, 4-oz. and 8-oz.), Night Relief, Robitussin Pediatric, Dimetane Extentabs, Dimetapp DM Elixir, Dimetapp Elixir, Dimetapp Tablets, B Complex Vitamins, Chap Stick Lip Balm, Donnagel, Dimetapp Plus, and Chap Stick Petroleum Jelly Plus.
SB 10–500–127

A. STURM & SONS, INC.
215 Center Street
Manawa, WI 54949
(414) 596-2511
FAX: (414) 596-3040
Jack Sturm
C. A. Wade
Jerry Toney
Company manufactures food products sold under Strum's Village Farm Label. Dry milk, hot cocoa, chocolate drink mix, baking cocoa, quick oats, instant oatmeal, oat bran hot cereal, quick grits, soft drink mixes, iced tea mix, cream farina, and non dairy creamer.

A.L. BAZZINI CO., INC.
339 Greenwich Street
New York, NY 10013
(800) 228-0172
FAX: (212) 941-5840
George Pappas
Rocco Damato
JoAnn Marino
Import and export of snack dried fruit,nuts and confections to gourmet trade and food service, gift shops, schools and super markets.

AAI/DANAL
11 Maple Street
N. Providence, RI 02911
(401) 231-3800
FAX: (401) 231-4120
Telex: 6814161 FEMIC
Rick L. Phipps
Jack Flynn
Gerald Cerce
Dan Triangolo
Fashion costume jewelry and small leather goods.

AD SALES, INC.
529 Fifth Ave.
18th Floor
New York, NY 10017
(212) 867-6705
FAX: (212) 986-9286
Betty Foley
Ronda Kahn
Publishers of full page advertising inserts in the military overseas ABC audited circulation of the following Stars and Stripes best magazine sellers: Soap Opera Digest, Good Housekeeping, Cosmopolitan, Redbook, Esquire, Sports Afield and Popular Mechanics.

AFFILIATED OF FLORIDA, INC.
P.O. Box 31667
Tampa, FL 33631–3667
(813) 248-5781
Telex: 800-741-5781
John F. Trivento
Don Kolvenbach
John Stark
Roger D. Cripe
Full line distributor of dry grocery, meat, produce, frozen food, HABA, G.M. to commissaries and exchanges throughout Florida and south Georgia thru frequent and or conventional delivery systems.

AFN TV-GUIDE
347 Fifth Avenue
New York, NY 10016
(212) 684-7557
FAX: (212) 696-0327
Waechtersbacher Strassse 89
D-6000 Frankfurt/Main 61
West Germany
(069) 420-9600
FAX: (069) 4209–6042
Telex: 414500 (inpub)
Del A. Stella
Tony Moore
Robert E. Beltz
J. Douglas Sellers
Monthly television and radio program guide and general interest magazine for the American Forces in Europe. Circulation: 170,000 copies. Distributed on military installations in Germany (to include Berlin) United Kingdom, Benelux and throughout Mediterranean. Also publishes SPORT Overseas Military Edition and AUTO Magazine, Maxi Saver.

Individual Members
Mary-Michaele Brooks
Warren B. Bradbury Jr.
Steve Stella

AGS FOODS, INC.
Box 828
Calimesa, CA 92320
(714) 797-0101
FAX: (714) 797-5945
A. Pat Amistadi
Randy Jones
Wendell Duke
Martha S. Amistadi
Specializing in delicatessen and bakery programs offering all aspects of management, logistics, personnel, and know how to run full service Delicatessens, Hot Bake-off Bakeries, Entree programs, fresh pizza and soft serve yogurt worldwide.

AKM DISTRIBUTING COMPANY, INC.
10790 N. Stemmons Freeway
P.O. Box 20762
Dallas,, TX 75220
(214) 350-7814
(800) 527-5125
Ken McLellan
Carolyn McLellan
Manufacturers of health and beauty aids, vitamins, nutritional supplements and various HBA products. Manufacturers of Hill Country Naturals.
SB 10–500–471

ALASKA TRAFFIC CONSULTANTS
2214 4th Ave. S.
Seattle,, WA 98134
(206) 682-2817
FAX: (206) 682-6804
Nick Lohman
John Bloomquist
Patrick Crosby
Dick Kaas
Freight forwarder and consolidator since 1956. Distribute products from continental US (Seattle Terminal) to Alaska, including freeze, chill and dry transportation service to the Alaska military commissaries.

ALBERTO-CULVER COMPANY
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3000
Telex: 72–1478
Karl Lape
Dave Detomaso
Ralph Sutherland
Mike Barham
We manufacture and market HABA as well as grocery and household products to commissaries and exchanges through our broker, S & K Sales. Brand names include Alberto, VO5, FD5, TCB Ethnic Hair Care Products, Consort Men's Hair Care Products, Mrs. Dash Salt Alternative Products; Sugar Twin, Static Guard, and Molly McButter.
SB 10–500–457

ALDER FOOD DISTRIBUTORS
990 Washington St. Ste. 214
Dedham, MA 02026
(617) 320-9997
FAX: (617) 320-0935
Paul M. Keating
Paul M. Keating Jr.
Robert Denecke
Perishable distributors (fresh & frozen) to commissaries - USA, East Coast, Europe and England. We supply fresh and frozen fish, chicken and meat to commissaries in the USA, England and Europe.

ALL AMERICAN GOURMET COMPANY
22015 S.E. 35th Street
Isaquah,, WA 98027
(206) 391-5053
FAX: (206) 392-4293
Bob Crosby
Terry Italia
Beverly Bryant
Leading manufacturers of the frozen food line of Budget Gourmet Entrees, Budget Gourmet Light Entrees, Budget Gourmet "Three Dish Dinners," Budget Gourmet Side Dishes, Budget Gourmet Light and Healthy dinners, Bird's Eye Vegetables and Kraft Entrees.
SB 10–500–676

AMERICAN GREETINGS CORPORATION
10500 American Road
Cleveland, OH 44144
(216) 252-7300
FAX: (216) 252-6772
Telex: 980371 AGC CLD
Dick Schulte
Mark Kreymborg
Ron Sosenko
Bill Brock
Specializing in military full line sales and service worldwide Greeting cards, gift trims, party ware, candies, stationery and notes, gift ware and novelties. "We Drive Your Business."

Individual Members
Bob Sewell
Bill Lindbloom
Ron Fox
Terry Janusz

AMERICAN HOME FOOD PRODUCTS
685 Third Avenue
New York, NY 10017
(212) 878-5159
John Korakas
Michael E. Larney
Manufacturers of Chef Boy-ar-dee products, Denison's, Gulden's mustard, Franklin's Crunch n' Munch, Jiffy Pop, Ranch Style products, G. Washington, Maypo-Wheatena Hot Cereals, Luck's Brand.

AMERICAN TOBACCO COMPANY
Six Stamford Forum
Box 10380
Stamford, CT 06904–2380
(203) 325-4900
J. P. Levas
Terry Albert
Donald S. Johnston
Paul T. Clark
Manufacturers of tobacco products: cigarettes, cigars and smoking tobacco.
SB 10–500–006

Individual Members
Henry L. Arp
Patrick C. Mackin

AMERICAN VITAMIN COMPANY, INC.
Box 170185
Arlington, TX 76003
(817) 478-8192
FAX: (817) 478-7662
David M. Jannsen
A division of Jones Medical Industries, Inc. Manufacturer of vitamins for the military and more than 300 prescription and non-prescription pharmaceutical products for national and international markets.
SB 10–500–499

AMEXTRA INC.
Suite 701
251 Kearny Street
San Francisco, CA 94108
(415) 781-4466
FAX: (415) 781-5561
Telex: 5101009095 AMEXUSA
Maya Billeter
Gordon Gerstheimer
Peter Isler
Exclusive military distributor for Audio Hi-Fi equipment.

ANHEUSER-BUSCH, INC.
One Busch Place
St. Louis, MO 63118
(314) 577-3087
FAX: (314) 577-2550
Thomas L. Moore
Thomas Doherty
Ed Bell
Gary Sparber
Providing the finest quality brews supported by the most extensive advertising program in the industry: Brewers of Budweiser, Bud Light, Bud Dry, Michelob, Michelob Light, Michelob Dry, Michelob Classic Dark, Busch, Busch Light, Natural Light and Anheuser-Marzen Beers. O'Doul's Non-Alcoholic Brew, King Cobra Malt Liquor, and Distributors of Carlsberg, Carlsberg Light Beers and Elephant Malt Liquor.

Individual Members

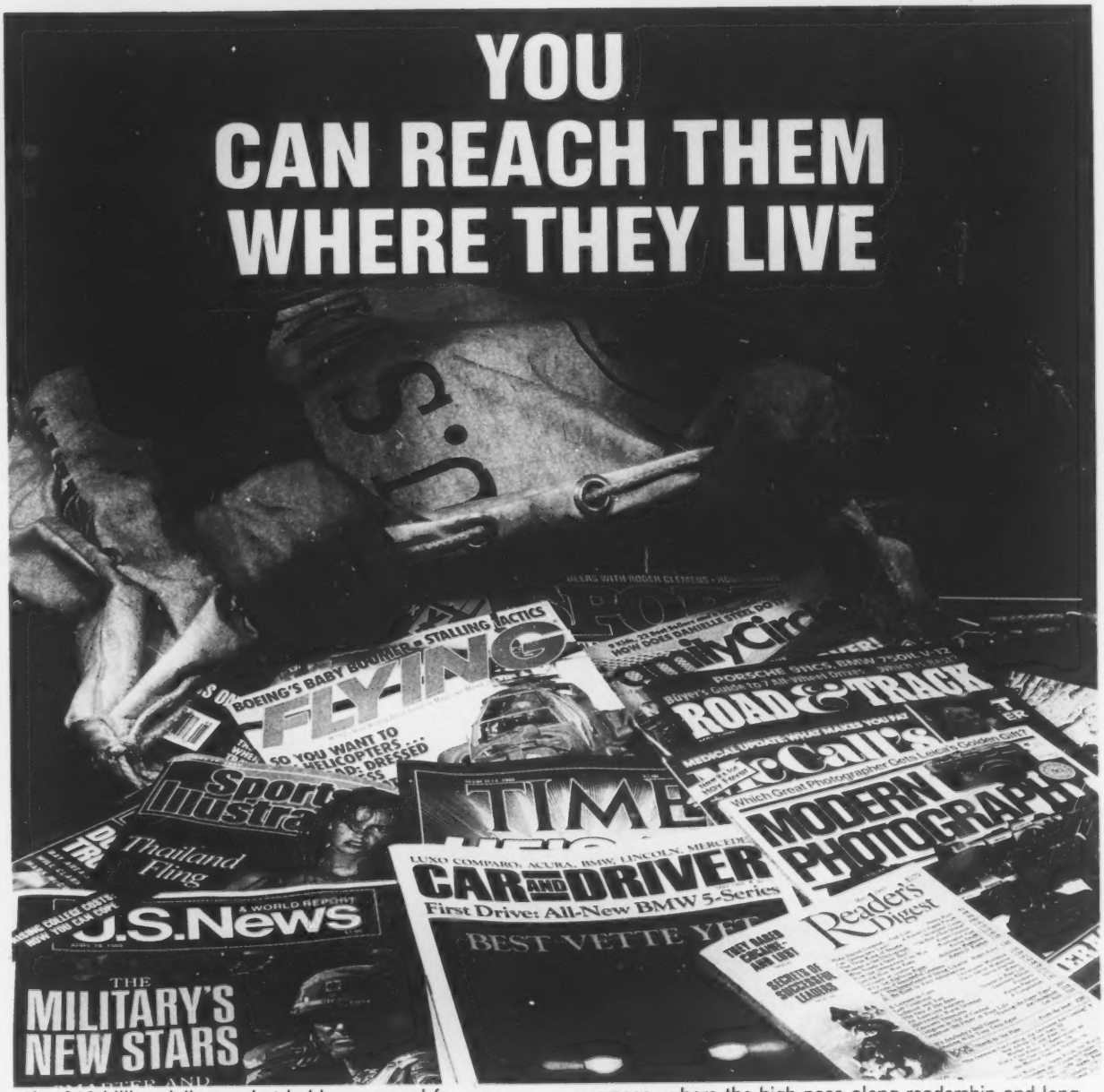
Terrence J. Goewert
Tony Ulehla
Steve Salser
Terry McAuley
James Mackey

ANSTAR-SALES & MARKETING INC.
Suite 275
3200 North Hayden Road
Scottsdale, AZ 85251
(602) 945-9978
FAX: (602) 945-9979
Dennis K. Stewart
William D. Anderson
Offering full marketing and sales management services to those manufacturers interested in developing their military resale market. Total management or customized services are available.

ARMED FORCES COMMUNICATIONS
Suite 205
1556 Third Ave.
New York,, NY 10028
(212) 360-1960
Colleen Gordon
Kevin West
Mike Bell
Dan McNally
AFC is the nation's leading military marketing company offering primary military vehicles such as, base newspapers, outdoor, direct mail, the "NEOA Journal" and "Right Moves" magazine to national, retail, recruitment and direct mail advertisers.

ARMED FORCES MARKETING COUNCIL
Suite 340
1750 New York Avenue, N.W.
Washington, DC 20006
(202) 783-8228
FAX: (202) 783-5547
George "Rip" Rowan, Jr.
Bitsy Cronin
A league of business firms supplying brand name consumer products to the military resale systems.

YOU CAN REACH THEM WHERE THEY LIVE



If a $13 billion dollar market holds an appeal for you, MNI's Overseas Military Networks are your surest avenue for product exposure. Put Media Networks to work for you in reaching the powerful military consumer force.

MNI's Military Networks can put you in direct contact with U.S. military personnel overseas, through some of the most respected and popular magazines available anywhere. Your advertising will run in the subscription copies of such prestigious magazines as *Time, Sports Illustrated, McCall's, Family Circle* and *Reader's Digest,* putting you in the hand of readers who have a definite interest in "all the news from home." Your message is delivered to United States military personnel and their families overseas, where the high pass-along readership and long shelf life of top national magazines will increase your ad's exposure.

Through a choice of five different groups or networks of magazines, you can target your audience according to their editorial interests, while increasing your market coverage.

You have the opportunity to create and maintain brand loyalty to your product among a population of young, employed men and women whose main source of information about life in the United States comes from the magazines which will carry your advertising. If this opportunity interests you, call Cheryl Trinka at: **212/536-7846.**

Media Networks, Inc.
530 Fifth Avenue, New York, NY 10036-5101
212/536-7800
©1988 Media Networks, Inc.

3M

ARMOR ALL PRODUCTS
6 Liberty
Aliso Viejo, CA 92656
(714) 362-0600
FAX:(714) 362-0624
Telex: 37–16581 AAP IRIN
Tim Erk
Lou Ball
Armor All Protectant, multi-purpose car cleaner, waxes and car washes. RAIN DANCE, RALLY and No.7 car care line.
SB 10–500–324

ARMOUR FOOD COMPANY
Nine ConAgra Drive
Omaha NE 68102–5009
(402) 595-7000
FAX: (402) 595-7489
W.C. Ellett
John McCue
Russell Owings
Leading processor of ARMOUR STAR/GOLDEN STAR products; hot dogs, bacon, canned hams, boneless hams, dry sausage, and others for commissaries, exchanges & clubs worldwide.
SB 10–500–107
SB 10–500–818
SB 10–500–491

ARMY TIMES PUBLISHING COMPANY
A Division of the Times Journal Company
Springfield, VA 22159–0150
(703) 750-2000
FAX: (212) 223-3858
Vince Santoro
Randy Mountz
Herbert J. Jacobs
Ed Walsh
Publishes Army Times, Navy Times and Air Force Times, weekly newspapers for the worldwide military community. Also, Military Market Magazine, a trade publication for commissary and exchange resale executives and related industry representatives.

ART DYKSTRA SALES, INC.
5575 Logan Street
Denver, CO 80216
(303) 892-7970
(303) 422-6257
Ron Waits
Ole Olson
Marvin Hoelting
Full service organization specializing in frozen, chilled and dry goods made available for resale in three Rocky Mountain states.

AT&T
295 N. Maple Avenue
Basking Ridge NJ 07920
(201) 221-2000
FAX: (201) 221-6771
Brian Sullivan
Deanna M. Kenny
Joan Minneci-Harrison
Lee Blitchan
Public phones, long distance services.

AUTO PROBST GMBH
Chr-Fr-Schwan-Strasse 10–12
6800 Mannheim 1
West Germany
(0621) 35005
Michael Probst
Sale and repair of Saab cars.

B. GREEN & COMPANY, INC.
3601 Washington Blvd.
Baltimore, MD 21227
(301) 247-8300
FAX: (301) 242-9419
Ron Ritchie
Bob Garrity
Don K. O'Neil
John Beacham
Distributor of dry, perishable, frozen foods, ice cream & HBA to commissaries and exchanges on the East Coast. Distribution network extends from NY to GA as well as overseas. Distribution Centers also in Dunn, NC, Norfolk, VA.

Individual Members
Ed Roach
Judi Kendrick

BACARDI IMPORTS
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Miami, FL 33137
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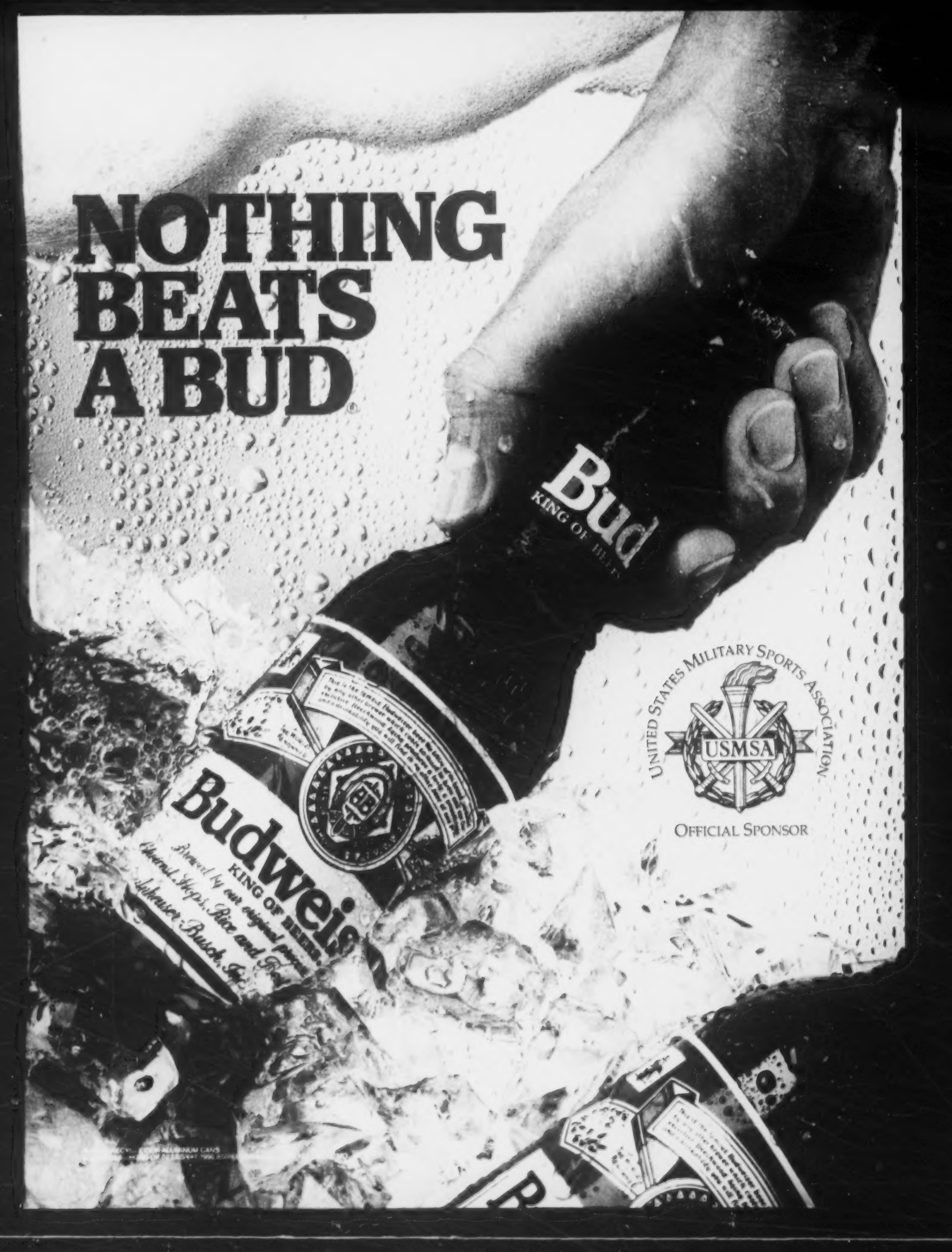
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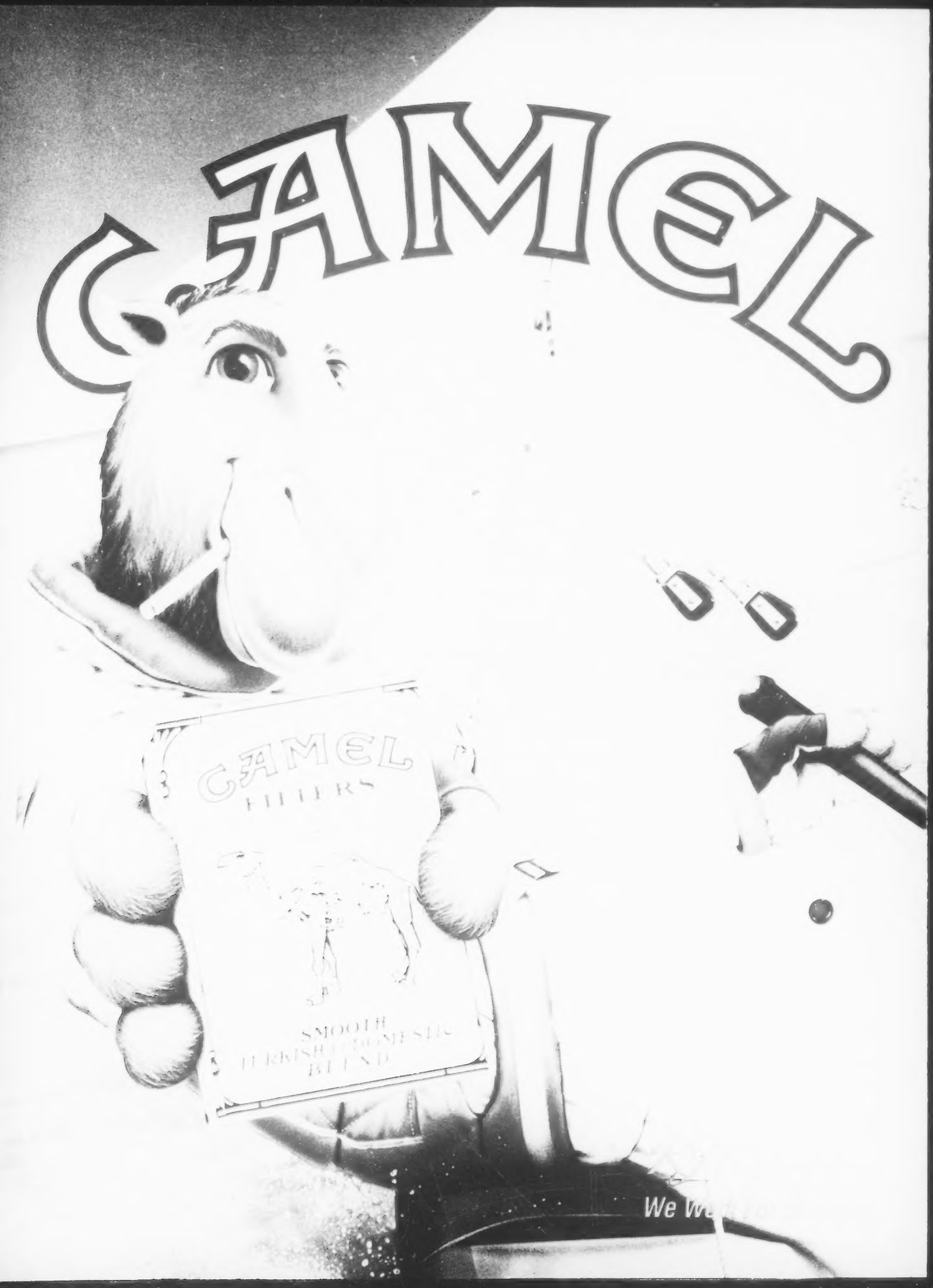
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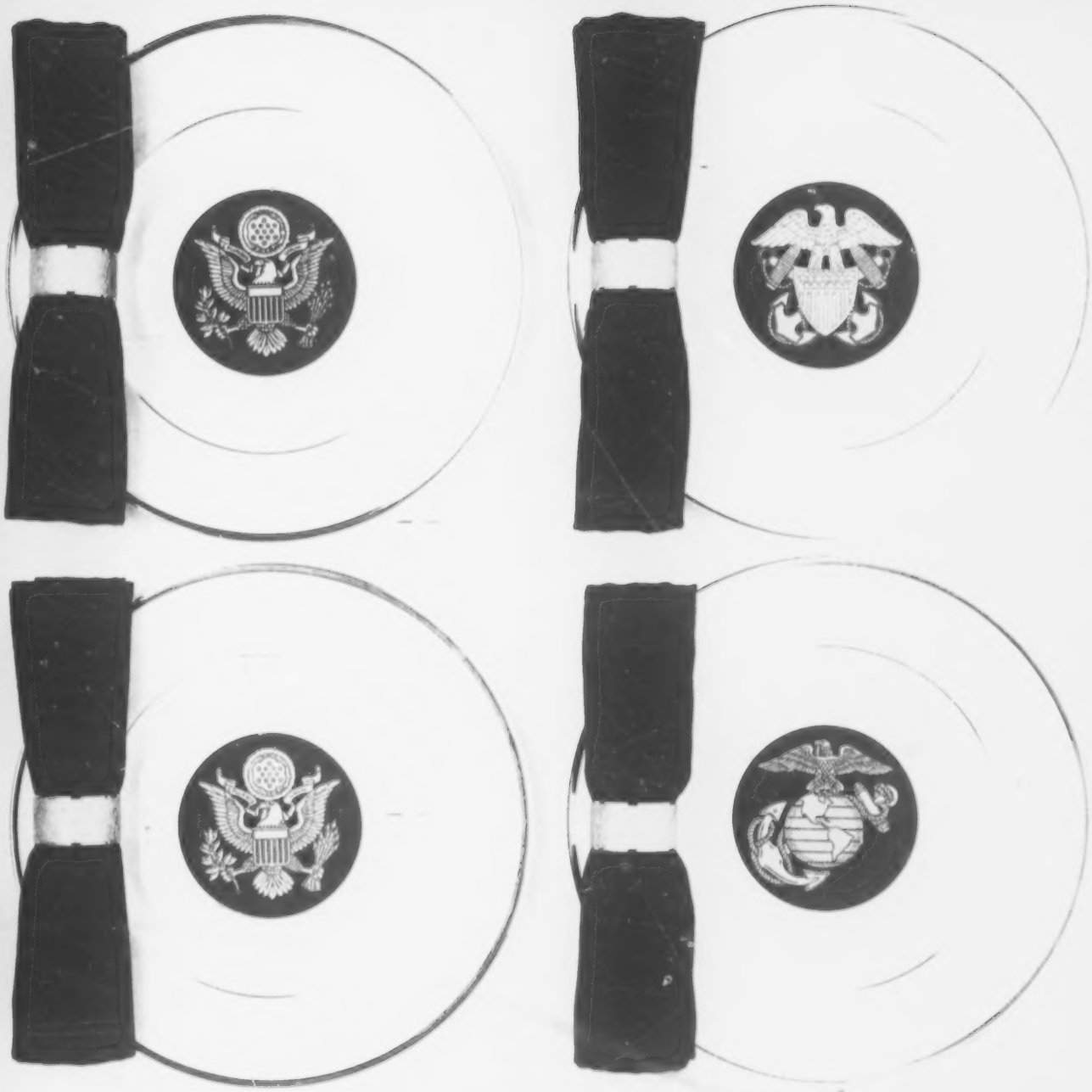

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FAX:06103–706203
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FAX: (804) 282-9139
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Western produces books and activity products under four trademarks: Golden Book Videos, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, educational products and sight and sound electronic books and toys.

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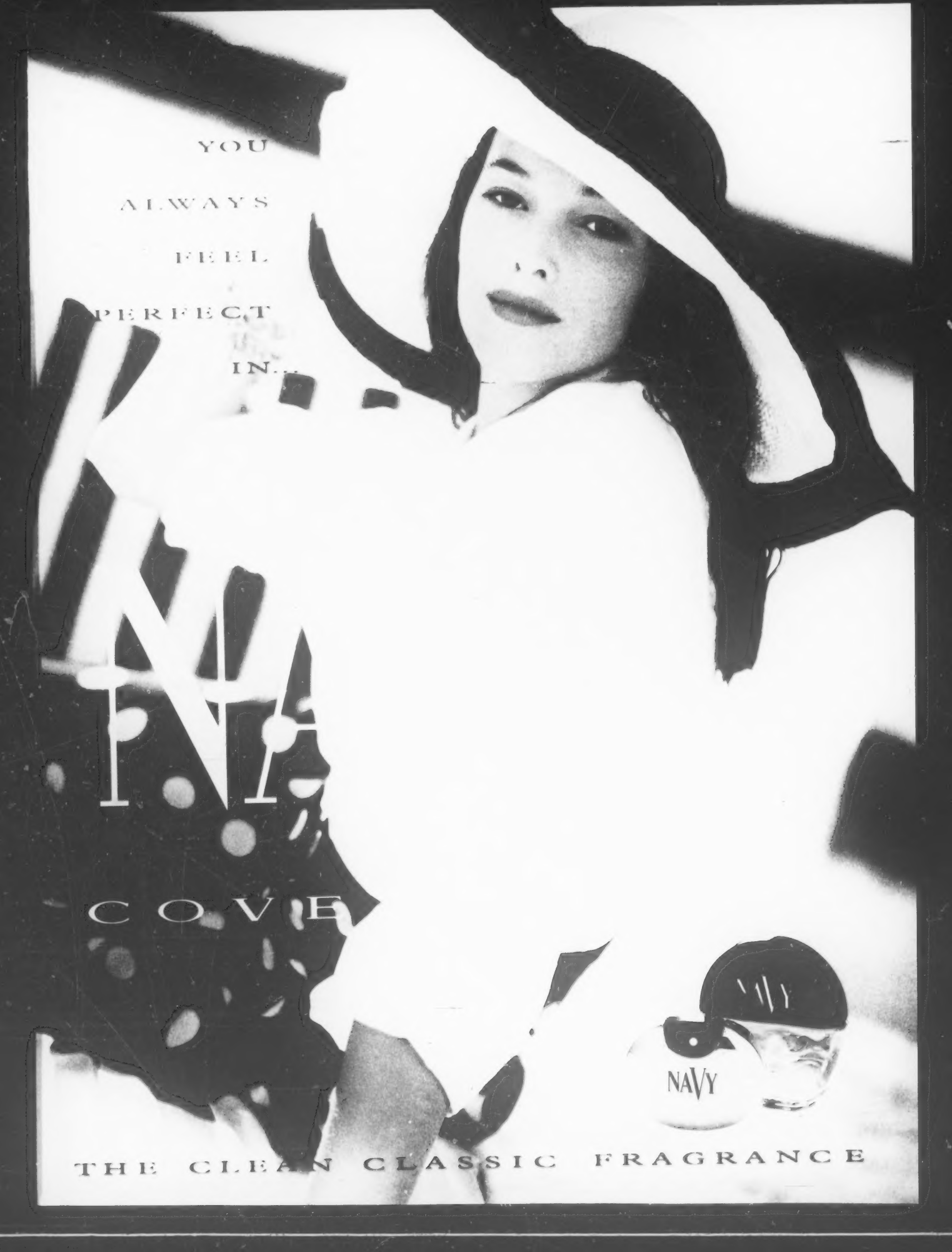
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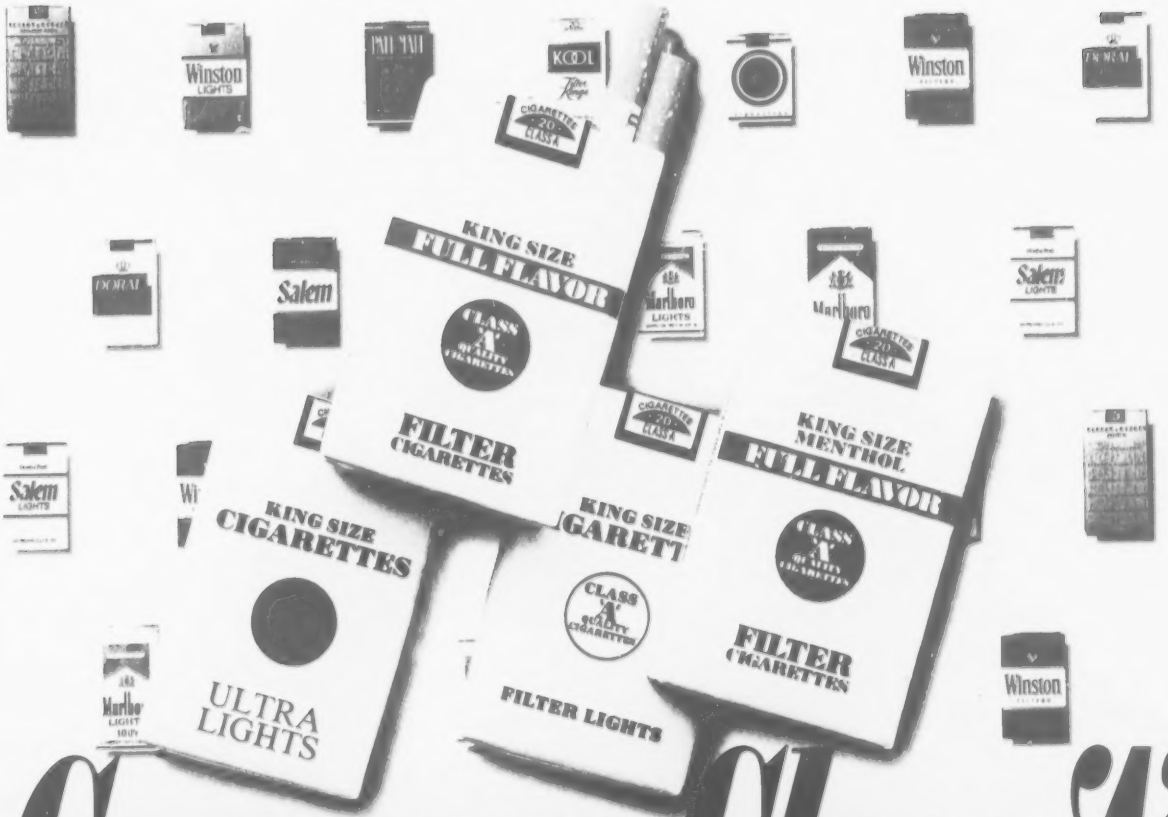

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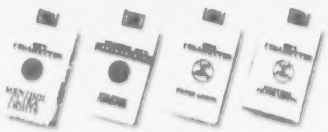

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Panasonic OmniMovie VHS

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Panasonic has turned things around and designed a Camcorder that considers almost everyone's needs. The PV-610 Camcorder from Panasonic is more than just "all right." It's right and left! That's right, the PV-610 can accomodate right or left hand users. The Electronic View Finder (EVF) and microphone sit on a swivel base that swings from one side to the other. The EVF also tilts up or down to adjust for height. It's right for everyone in a manner of speaking.

8:1 Power Zoom/Macro
The PV-610 features a Power Driven 8:1 Zoom lens to give you smooth zooming capability. Zoom In/Out functions allow for quick framing action in ranges from wide-angle to telephoto through a single control. With the macro focus function you can focus on an object as small as a postage stamp.

10W Color Enhancement Light
You can record in lighting conditions so dim that colors might otherwise tend to fade and become indiscernible. The included color enhancement light mounts right on the PV-610 thanks to the hot shoe wireless connection.

Starlight 2
Thanks to improvements made in the CCD image pick-up and circuit, as well as the F 1.2 lens, the PV-610 is able to record in 2 Lux lighting conditions.

High-Speed Shutter (1/1000, 500 sec.)
You can select the shutter speed that best suits the action and lighting conditions. When high-speed action is recorded in this mode and played back on a Panasonic Tech 3 or HI-Tech 4 VCR, you will enjoy an exceptional field-slow picture.

Flying Erase Head
Panasonic mounts on erase head on the rotating video head cylinder. This helps eliminate distortion usually encountered during editing.

Audio/Video Dubbing
The PV-610 lets you dub new video over an existing soundtrack or new audio over existing scenes. You can also dub new video and audio at the same time.

Auto Tracking
Not only can you record video with the PV-610 but you can also use it as a playback system. The auto tracking feature enables the PV-610 to automatically determine the best tracking position for optimum picture and sound quality and adjusts accordingly.

QUALITY FEATURES

- Time-Lapse Recording
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- Edit Search
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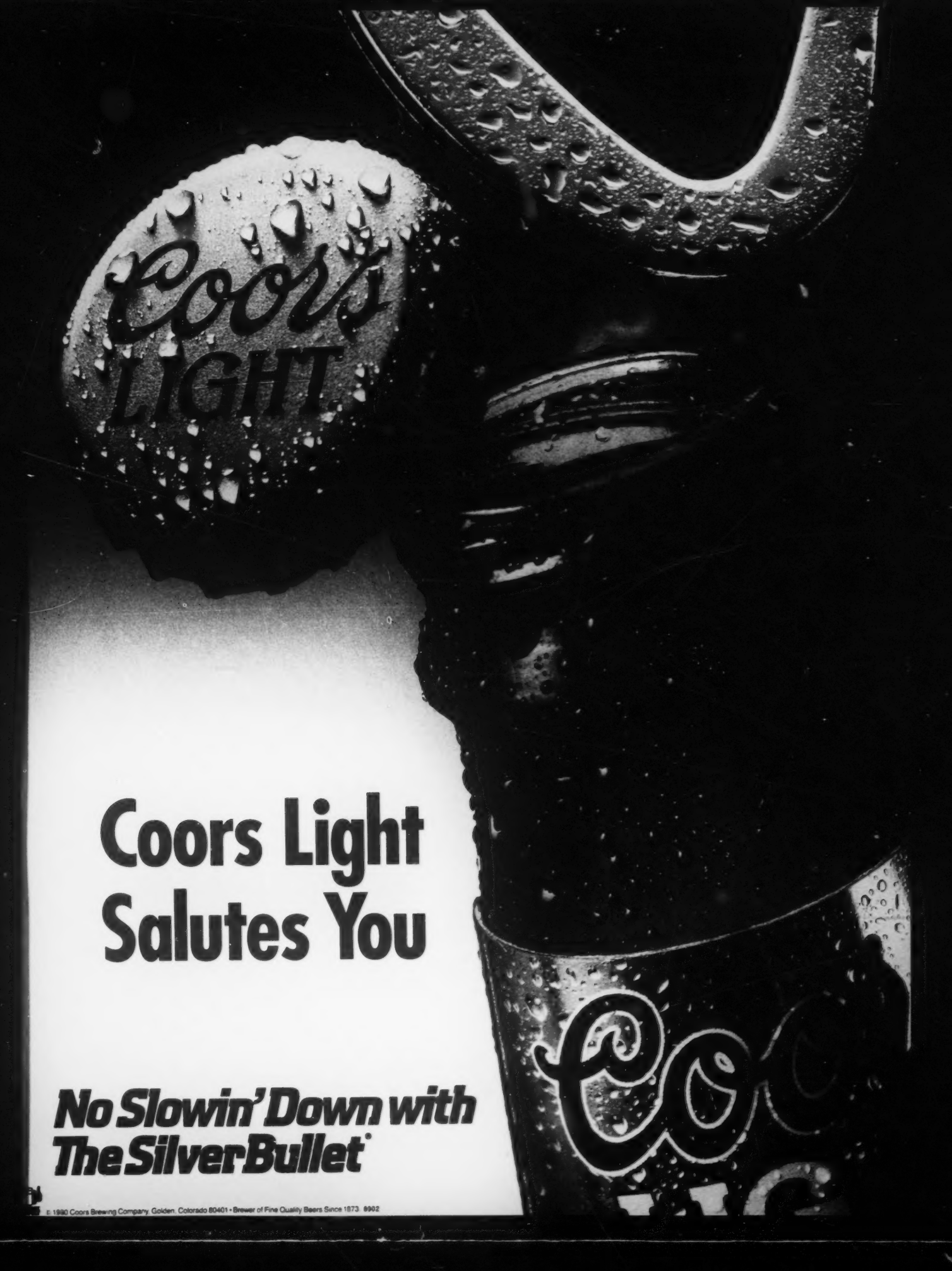
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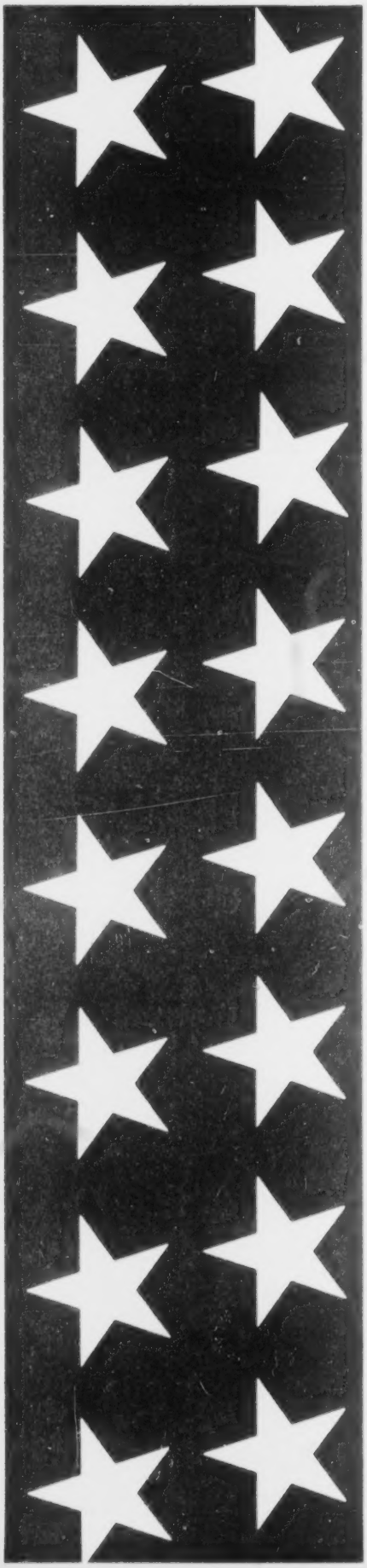

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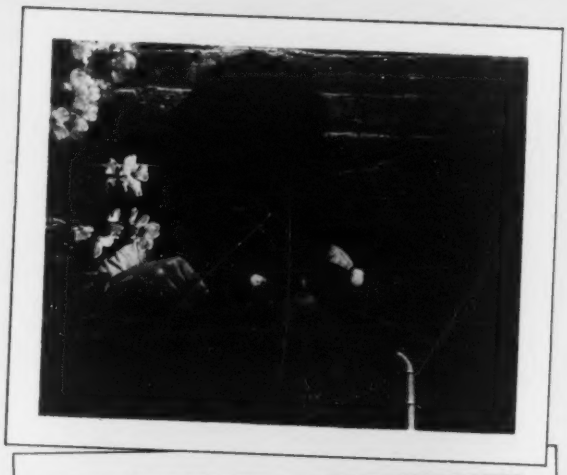

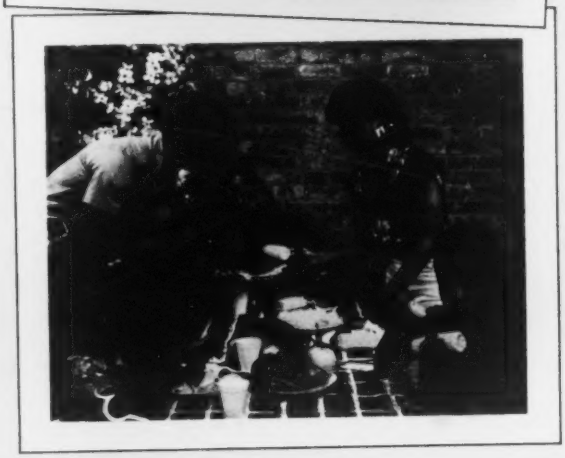

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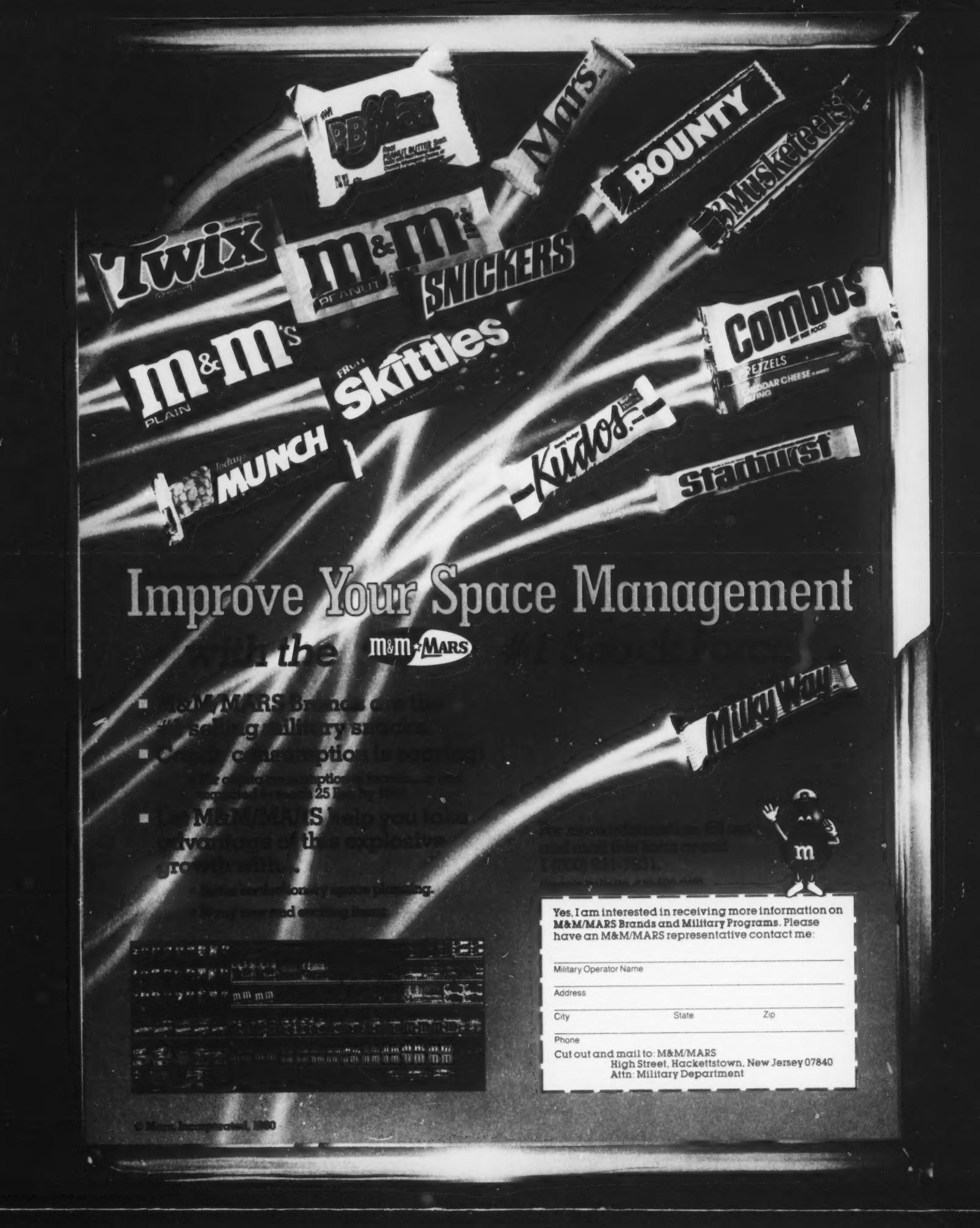
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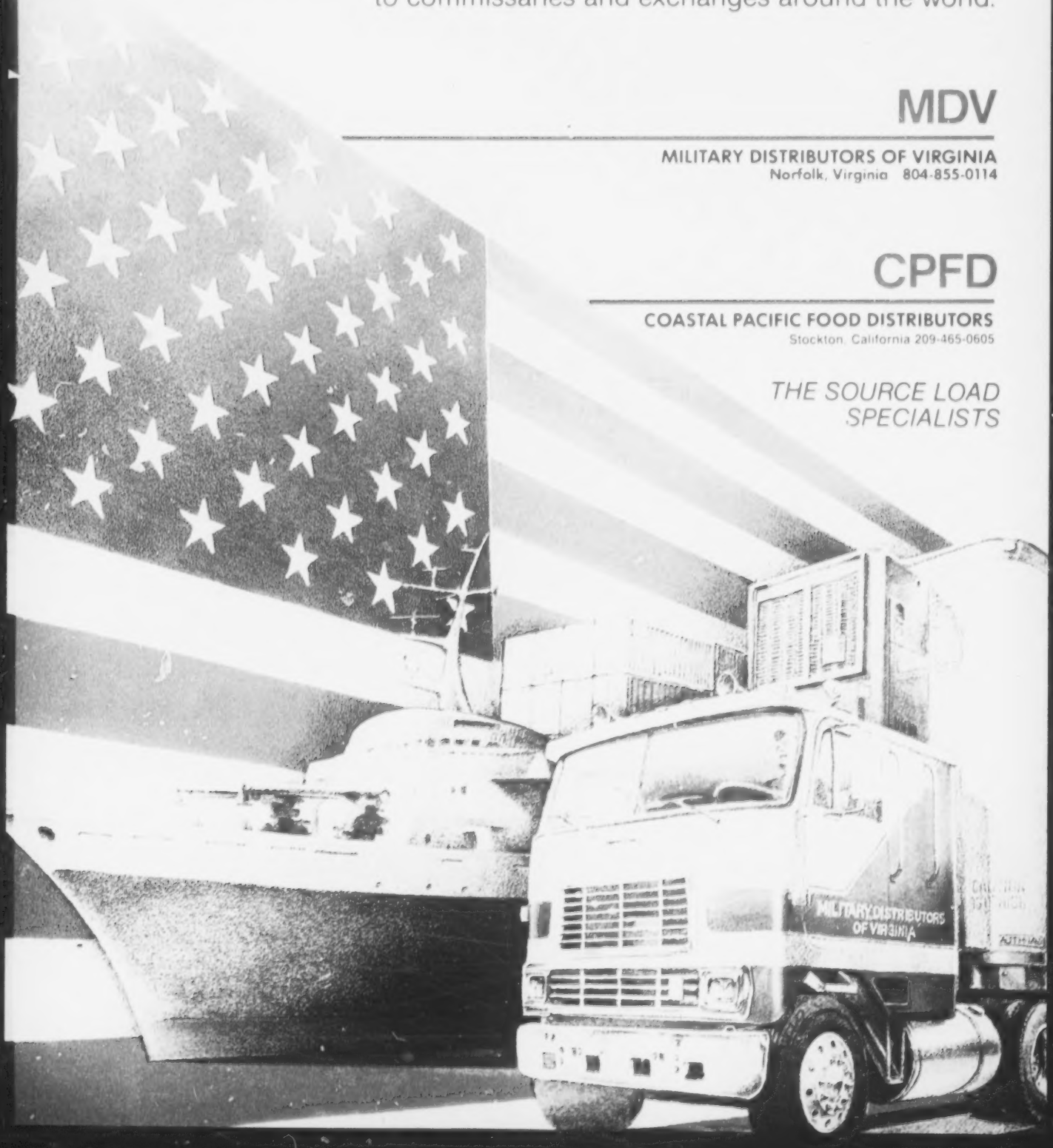

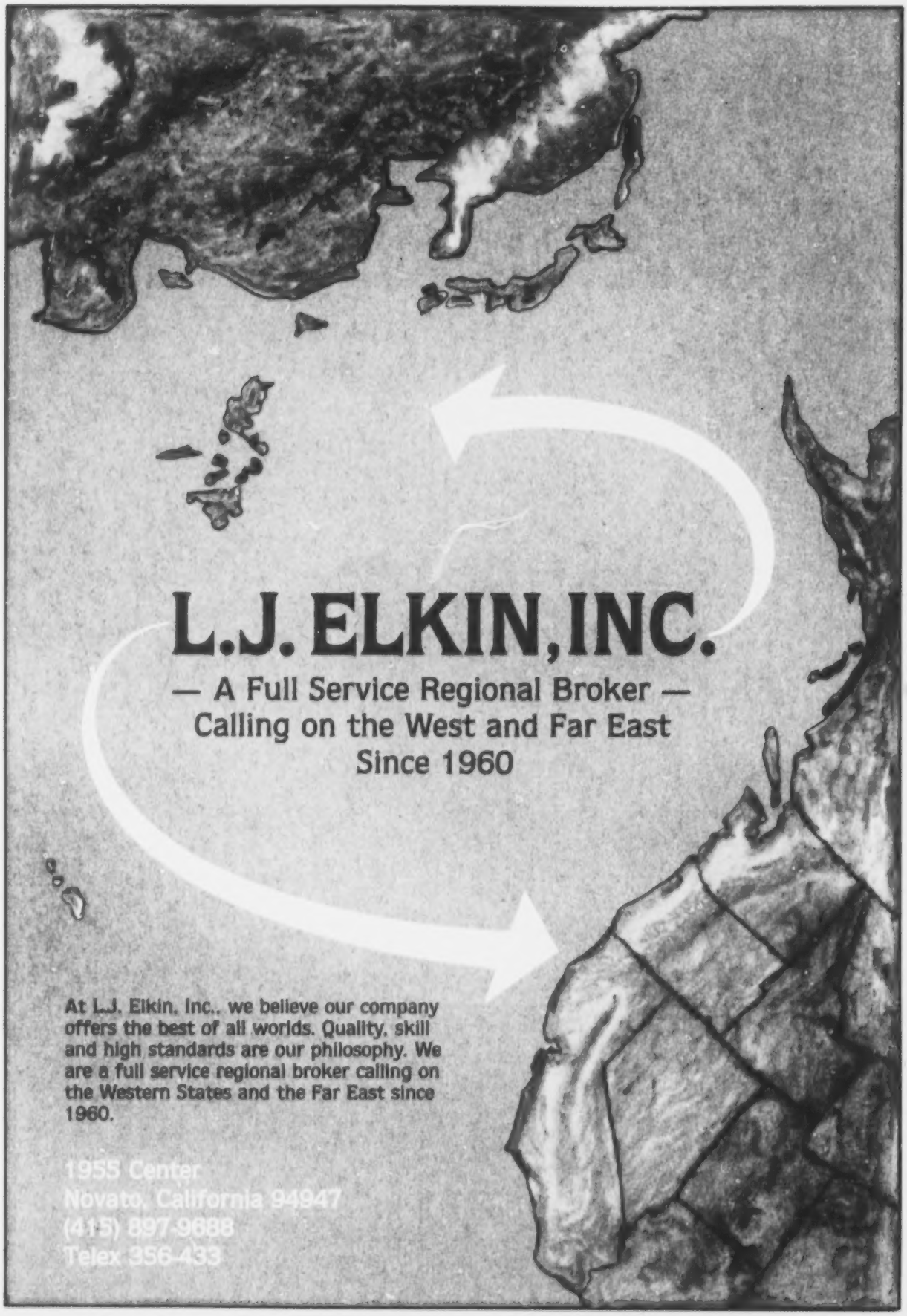
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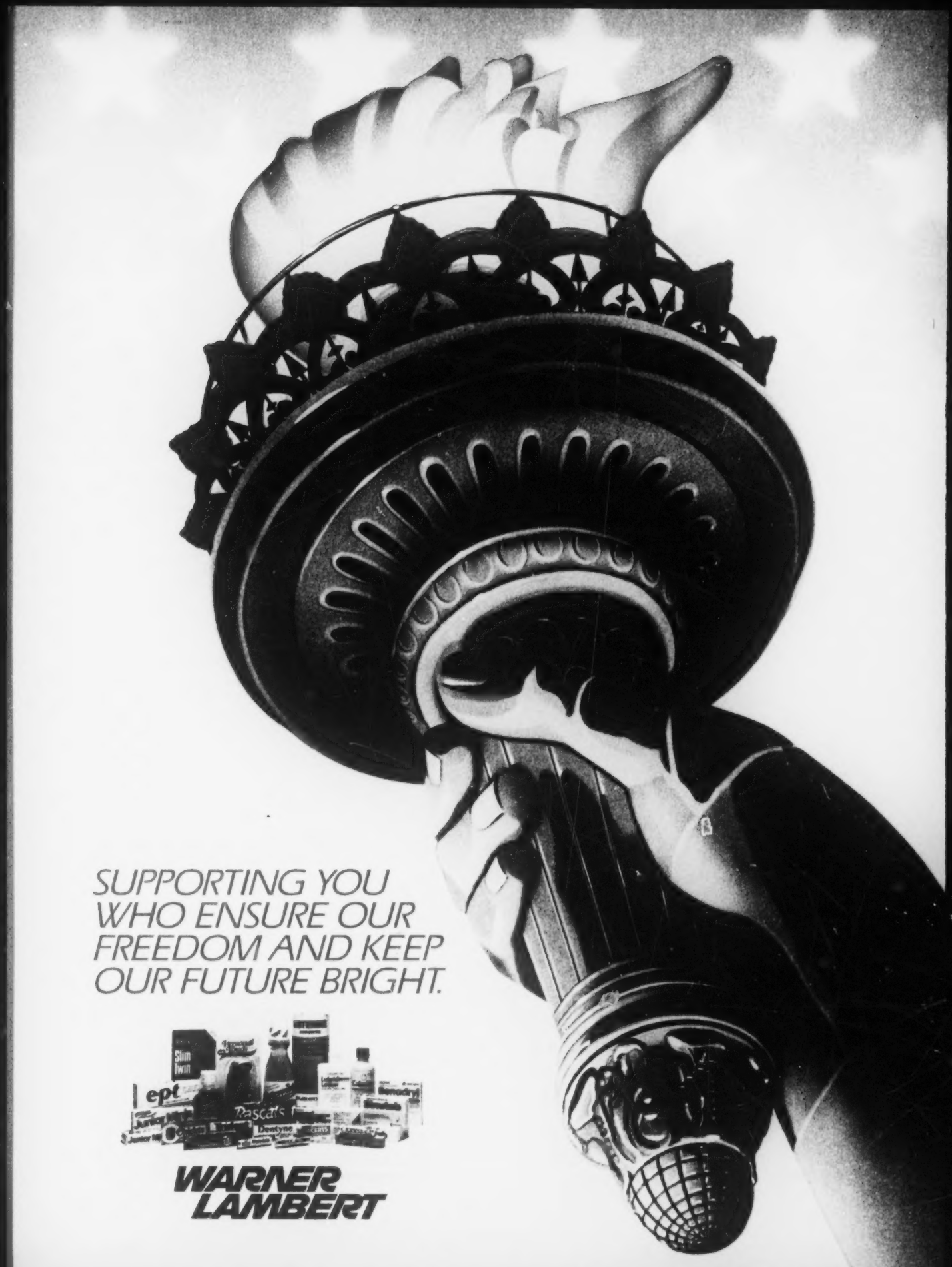
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Clarence E. Miller (R-OH)
2308 RHOB Ph: (202) 225-5131

Bob Livingston (R-LA)
2412 RHOB Ph: (202) 225-3015

House Committee on Appropriations
Subcommittee on Military Construction

W. G. (BILL) HEFNER (D-NC), CHAIRMAN
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Atwood

Secretary of Defense
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Assistant Director, Personnel Administration & Services (FM&P)
Col Harry Mamaux, USAF
LTC James Sass, USA
MAJ Fred McKenny, USA
(703) 697-9525/7197

DEFENSE COMMISSARY AGENCY (DeCA)

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Dreska

Flanagan

Headquarters Personnel

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(703) 285-5264

Chief of Staff
COL William Flanagan, USA
(703) 285-5264

Transition Team
(as of October 1, 1990)

Public Affairs
Kenneth Perrotte (AFCOMS)
(703) 285-5262

Administration

Maj Donald Greiman, USAF (AFCOMS)
(703) 285-5262

Internal Budget Support
Jay Routzhan (TSA)

Clerical Staff
Betty Trefsgar (TSA)
Peggy Phillips (AFCOMS)
Vivian Davis (DoD)
Denise Morgan (TSA)

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Patrick Nixon (USMC)
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LtCol Stanley Polk, USAF (AFCOMS)
(703) 285-5266

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Jacques Loraine, Jr. (NAVRESSO)
(703) 285-5266

Chief, Operations
LTC E.J. Vincent, USA (DOD)
(703) 285-5266

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Gordon Jones (TSA)
(703) 285-5266

Chief, Information Resource Management
James Austin (TSA)
(703) 285-5266

Information Resource Management
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(703) 285-5266

Chief, Facilities
Walt Winters (AFCOMS)
(703) 285-5266

Facilities
Marvin Beck (TSA)
(703) 285-5266

Chief, Finance
Gary Lutz (TSA)
(703) 285-5263

Finance
CDR Mark Westin, SC, USN (NAVSUP)
Russell Zimmerman (AFCOMS)
(703)285-5266

Chief, Personnel/Organization
Daniel Sclater, (DA)
(703) 285-5266

Personnel/Organization
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Dwight Hall (AFCOMS)
Clarence Spradley (AFCOMS)
(703) 285-5267

Chief, Distribution
James Doherty (AFCOMS)
(703) 285-5267

Distribution
Margaret Young (NAVRESSO)
Vince Folio (DPSC)
Michael Dowling (TSA/DPSC)
Paul Culver (NAVRESSO)
(703) 285-5268

Distribution (San Diego)
Scott Simpson (NAVRESSO)
(619) 237-5664

Chief, Procurement
Crosby Johnson (TSA)
(703) 285-5263

Procurement
Michael Gaston (AF)
Robert Sine (AFCOMS)
(703) 285-5263

DEFENSE COMMISSARY AGENCY

On March 31, 1989, a study of the military commissary system was initiated by the Department of Defense using an all DOD team. The "DoD Study of the Military Commissary System" was completed on December 18, 1989 and made many recommendations, one of which was to consolidate the four existing systems into one Defense Commissary Agency (DeCA). MG John Dreska, USA, is the first Director and the following statement was received from him.

"This is going to be an exciting year for the commissary business. The new Defense Commissary Agency assumed provisional control of the system on October 1, 1990 and has begun exercising broad policy and program oversight of the overall commissary program. By October 1, 1991, the Agency will assume full operational direction and control of the current commissary systems.

A Transition Team, comprised of functional experts from each of the Military Services' commissary systems, began gathering in Washington D.C., in July to begin the challenging task of blending the existing commissary systems into one Department of Defense agency.

Continued support of personnel in the existing commissary systems, industry and government will be essential to making this a smooth transitional year. The consolidation task is ambitious. Many business decisions, some with far-reaching implications, will be reached in the near future. Cooperation, patience, flexibility, and sacrifice by both the military commissary system and industry is going to be needed for the Agency to achieve its target savings. The future success, perhaps the viability, of this system hinges on how well streamlining objectives are met.

The top goal throughout the year for the Agency is to ensure that customers at store level continue receiving quality support and their current better than 25 percent savings on their grocery bills. Another top priority includes staffing of some key positions once the Agency can move from temporary offices to its new headquarters location. Change is difficult. People, by nature, generally don't like change and managing that change is a challenge. It is very fitting that ALA has chosen the theme "Progress Through Change" for its 1990 National Convention. It suggests a clear recognition of the dynamics of this evolution of the military commissary system. The time for laboriously studying the commissary system is past. The time to make consolidation work is now."

AIR FORCE COMMISSARY SERVICE (AFCOMS)
Kelly AFB, Texas 78241-6290
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Maj Gen Swarts

Roy C. Speight

Key Headquarters Personnel

Executive Office

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Deputy to the Commander
Roy C. Speight
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Executive Officer
Maj Clesson D. Allman, USAF
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Col. Peter Rogers, USAF
(512) 925-6657

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Chief, Air Force Liaison, Commissary Division
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Hq USAF/LEEF
Pentagon, Washington, DC
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FAX: (703) 695-3650

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Lt Col James Howell, USAF
(512) 925-3246

Office of Public Affairs

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Ken Perrotte
(512) 925-6284

Deputy Director
Michael D. Hawkins
(512) 925-6284

Office of the Comptroller

Comptroller
Arthur Coleman
(512) 925-8121

Deputy Comptroller/Chief Resource Mgt. Division
Fred Blake
(512) 925-8121

Chief, Financial Mgt. Division
Rita Alexander
(512) 925-4831

Directorate of Information Management

Director
Capt Donald R. Greiman, USAF
(512) 925-7051

Directorate of Engineering

Director of Engineering
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(512) 925-7215

Chief Consultant Service Division
John Liddy, Jr.
(512) 925-7215

Chief, Design & Construction Division
Richard Steede
(512) 925-6717

Directorate of Operations

Director of Operations
Robert D. Tate
(512) 925-7344

Deputy Director, Operations
James A. Doherty
(512) 925-7344

Contracting Division

Chief
Robert J. Sine, Jr.
(512) 925-6933

Procurement Analysts
James Bruess
Richard Wilson
(512) 925-6933

Contractor Specialists (Buyers)
Gloria Cassel
Josie Hernandez
Belinda Brown
Shari Smith
(512) 925-6933

Logistics Division

Chief
CMSgt Horace Brown, Jr.
(512) 925-9467

Equipment & Supply Specialists
MSgt Elliot D. Krinsky
(512) 925-9467

Industrial Engineer
Arthur T. Edwards III
(512) 925-9467

Construction Specialists
Charles Redepenning
Wayne Martin
(512) 925-9467

Merchandising Division

Chief
Vacant
(512) 925-7958

Product Manager, Group 1
Del Shook
(512) 925-7858
Canned fruits and vegetables, dry fruit, frozen foods and dairy products, including fresh dough.

Product Manager, Group 2
James Shelton
(512) 925-7958
Condiments, spices, baking needs, cookies, crackers and cereals.

Product Manager, Group 3
James P. Davidson
(512) 925-7958
Candy, snacks, soups, beverages, dry beans, rice, canned fish & meat, international foods, including pasta, sauces and tomato products.

Product Manager, Group 4
Joe Vasquez
(512) 925-7958
Pet foods, soaps, paper products, detergents, household products and tobacco products.

Product Manager, Group 5
Kenneth Honn
(512) 925-7958
Health & beauty aids, bags, wraps, baby foods, formula, hosiery, disposable diapers, cups and plates.

Product Manager, Group 6
Vacant
(512) 925-7958
Fresh beef, pork, smoked meats, lunch meats, fresh fish, deli, pizza carts, fresh lamb and chicken.

Product Manager, Group 7
Fred Arias
(512) 925-7958
Fresh fruits and vegetables, salad bars and floral.

Plan-o-grams
David White
SSgt Stacey Kjellesvik
Elaine Capitano
(512) 925-7958

Subsistence Division

Chief
Bobbie R. Humphrey
(512) 925-6414

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(512) 925-8528

Chief, Policy & Procedures Branch
Earl V. Ward
(512) 925-7168

Chief, Systems & Support Branch
Melvin D. Palmer
(512) 925-8528

Chief, Plans & Programs Branch
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Maj. Warren Brookheart
(512) 925-5250

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Charles C. Ervin
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Lt Col Wayne D. Griess, USAF
(512) 925-8446

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Jerry Green
(512) 925-4258

Small Computer Technical Center
Emily Funari
(512) 925-8446

Chief, Commissary Operations Design Division
Ashley Finnie
(512) 925-4251

Chief, Program Management Division
Carl W. Smith
(512) 925-8446

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Director
Dwight Hall
(512) 925-6048

Chief, Manpower & Organization Division
Vic Spradley
(512) 925-6048

Chief, Civilian Personnel Division
Roger L. Preslar
(512) 925-4751

Chief, Military Personnel Division
CMSgt George Milliorn, USAF
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Chief, Special Examining Unit
Daniel De Los Santos
(512) 925-6450

Inspector General Directorate

Director
Lt Col Gary Metzinger, USAF
(512) 925-8231

Chief, Inspection Division
Jim Thompson
(512) 925-6765

Chief, Security & Safety Division
G. T. King
(512) 925-6766

Chief, Internal Control Review & Oversight Division
Marie Hughes
(512) 925-3568

Chief, Training Division
Dr. G. Yvonne Holloway
(512) 925-6049

Directorate of Strategic Planning & Analysis

Director
Lt Col Stan Polk, USAF
(512) 925-7978

Deputy Director
C. Deene Gott
(512) 925-7978

Chief, Long Range Plans Division
Capt Mike Sliman, USAF
(512) 925-7978

Chief, Information Systems Plans Division
R. Richard Godfrey
(512) 925-7978

Chief, Analysis Division
Manuel Pina
(512) 925-7978

Chief, Functional Review Division
Ken R. Jones
(512) 925-7978

AFCOMS Buying Procedures

Vendors who wish to participate in AFCOMS corporate sales programs should make an appointment with the AFCOMS/DOM merchandising division. They can be reached at (512) 925-7958.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m., Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

AFCOMS Commissary Regions

CONUS Regions & Directors

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Director
Harry Witt
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Deputy Director
Jack Smith
(804) 764-5005

Chief, Commissary Operations
Max Goldfarb
(804) 764-5005

Chief, Merchandising
Ihor Prybyla
(804) 764-5005

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Director
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Deputy Director
Curtis Day, Jr.
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Director, Commissary Operations
Don Morris
(205) 293-7795

Director, Merchandising
Sandy Horan
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Director
Candido Corrada
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Deputy Director
Ron Clark
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Director, Commissary Operations
Harold Denton
(512) 671-2981

Director, Merchandising
Barbara Williams
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Deputy Director
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Director, Commissary Operations
Bob White
(602) 848-8900

Director, Merchandising
Margaret Grady
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Director
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Deputy Director
Charles Odom
(206) 984-3941

Director, Commissary Operations
Rick Hale
(206) 984-3771

Director, Merchandising
TSgt Cliff Balint, USAF
(206) 984-3771

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Deputy Commander
William Mackrain

Director, Commissary Operations
Harry Nichols, Sr.

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AFCOMS Det 21/CC
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Betty Hogan

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Director
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Director, Commissary Operations
Bart Hairr

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Director
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Director, Commissary Operations
Ronnie Gove

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Deputy Commander
John McDonald
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Director, Commissary Operations
Peter Conrardy
(808) 449-6289

Director, Resale Division
James Hull
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Okinawa Complex
AFCOMS Det 3/FC
Kadena AB, Japan
APO San Francisco 96239-6290
011-18-198-938-1111 ext. 3990

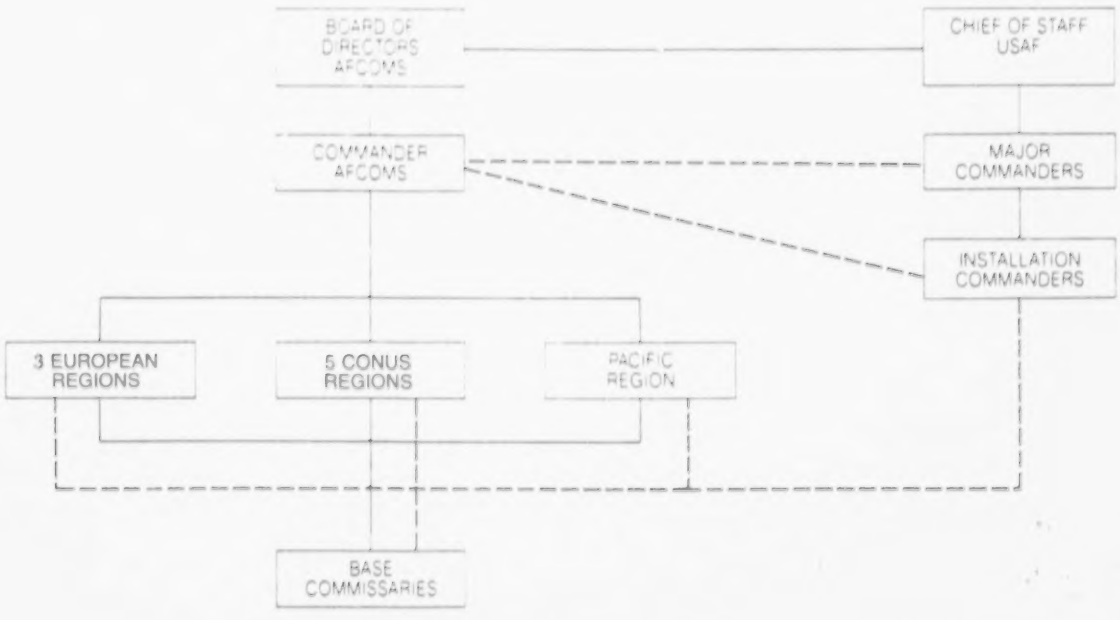
Director
Ivars Vilnis

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale), Anniversary Sale, and the Customer Appreciation Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

AIR FORCE COMMISSARY SERVICE (AFCOMS)



AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor	Commodity Group	% Factor
Best Buy	.020	Cookies & Crackers	.024
Health Food	.012	Candy/Peanuts	.027
Peanut Butter	.005	Chips, Snacks & Popcorn	.032
Jam and Jelly	.007	Powdered Beverages	.010
Liquid Dressing	.007	Soda	.037
Mayonnaise and Salad Dressing	.007	Sanitary Napkins	.010
Vinegar	.003	Health & Beauty Aids	.043
Pickles	.010	Baby Formula	.007
Olives	.003	Baby Foods	.018
Catsup and Mustard	.007	Baby Diapers	.033
Barbecue Sauce	.003	Semi-Moist Dog Food	.003
Oil	.010	Dry Dog Food	.031
Shortening	.003	Canned Dog Food	.010
Pudding	.010	Dry Cat Food	.007
Flour	.007	Canned Cat Food	.012
Cake Mixes	.017	Cups & Plates	.010
Baking Needs	.006	Napkins	.010
Gravies	.006	Paper Towels	.038
Sugar/Salt/Spices	.014	Facial Tissue	.010
Pork and Beans	.007	Toilet Tissue	.041
Canned Vegetables/Mushrooms	.026	Bags & Wraps	.016
Potatoes & Stuffing Mix	.005	Box Detergent	.026
Small Family Section	.003	Liquid Detergent	.007
Canned/Dry Fruits	.012	Bleaches & Starch	.010
Juice	.030	Fabric Softeners	.010
Cocoa	.004	Liquid Dish Detergent	.010
Tea	.006	Electric Dish Detergent	.003
Instant Coffee & Creamer	.009	Heavy Duty Cleaners	.007
Ground Coffee	.013	Ammonia & Window Cleaners	.003
Milk/Canned and Dry	.006	Soap Pads & Cleaners	.003
Canned Soup	.021	Bath & Bowl Cleaners	.003
Dry Soup	.005	Skilcraft Products	.010
Prepared Dinners	.008	Air Fresheners	.003
Canned Fish	.010	Waxes and Carpet Free	.003
Canned Meat	.010	Bar Soap	.010
Canned Macaroni	.004	Light Bulbs	.003
Sauce and Paste	.010	Charcoal	.003
Dry Macaroni	.013	Insecticide	.003
International Foods	.017	Gourmet	.006
Rice	.008		
Dry Beans	.003	*Total:*	1.000
Cold Cereal	.043		
Pop Tarts	.006		
Hot Cereal	.006		
Pancake Mix	.003		
Pancake Syrup	.003		

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

AFCOMS Commissary Store Sales By Department FY85–FY89

Department	FY85	FY86	FY87	FY88	FY89
Grocery	$1,626,741,717	$1,671,134,702	$1,738,134,000	$1,832,759,235	$1,974,266,665
Meat	330,914,416	333,685,377	354,241,000	365,168,892	382,362,881
Produce	100,771,558	109,953,004	117,994,000	125,645,523	134,130,618
Total	**$2,058,427,691**	**$2,114,773,083**	**$2,210,378,000**	**$2,323,573,650**	**$2,490,760,164**

Note: Store sales exclude data from troop issue/subsistence accounts.

Air Force Commissary Financial Management Procedures

The Air Force will have installed a new version of our Commissary Accounts Payable System (CAPS) within the United States by the end of 1990. This system is almost fully automated, except for the requirement to key in some data from the invoice. CAPS will pay the lower of receiving report or invoice value for each call in accordance with the Prompt Payment Act as amended.

With this new system, it is even more important for vendors to the Air Force Commissary Service (AFCOMS) stores to include complete information on the invoice. The items most commonly missing from invoices are the AFCOMS Source Code (Commissary Vendor Number) and the call number. These are both included in the Purchase Order Number as well as being separately indentified on the order forms used by most vendor representatives to place the order.

Without the call number, we cannot process the invoice and we return it unpaid to the vendor. Without the Commissary Vendor Code, our accounts payable clerks must go off-line and try to determine the applicable contract against which to record the invoice. If the clerks cannot match the invoice to a contract, they may return the unpaid invoice.

ALA members who need to discuss Air Force accounts payable policy or procedures should contact either:
Mr. Chalmer "Smokey" Wren or
Mr. Richard H. Wall
AFAFC/XSMM
Denver, CO 80279-5000
Phone: (303) 676-6412
FAX: (303) 676-7080

The following is an updated listing of Air Force payment offices within the 50 United States.

Base: AF Academy
Address: HQ USAFA/ACFMF, COLORADO SPRINGS, CO 80840-5420
Payment Office: (719) 472-4384
Supervisor: (719) 472-4384
Acct & Fin Officer: (719) 472-3160
Major Cmd Contact: (719) 472-3160

Base: Altus
Address: 443 MAW/ACFM, ALTUS AFB, OK 73523-5260
Payment Office: (405) 481-6865
Supervisor: (405) 481-6903
Acct & Fin Officer: (405) 481-7535
Major Cmd Contact: (618) 256-5746

Base: Arnold
Address: AEDC/ACFM, ARNOLD AFB, TN 37389-5260
Payment Office: (615) 454-5615
Supervisor: (615) 454-5615
Acct & Fin Officer: (615) 454-4356
Major Cmd Contact: (301) 981-2228

Base: Barksdale
Address: 2 BMW/ACFZF, BARKSDALE AFB, AL 71110-5220
Payment Office: (318) 456-4585
Supervisor: (318) 456-3760
Acct & Fin Officer: (318) 456-3211
Major Cmd Contact: (402) 294-2781

Base: Beale
Address: 9 SRW/ACFZ, BEALE AFB, CA 95903-5260
Payment Office: (916) 634-4343
Supervisor: (916) 634-4343
Acct & Fin Officer: (916) 634-2149
Major Cmd Contact: (402) 294-2781

Base: Bergstrom
Address: 67 TRW/ACFM, BLDG 2202, BERGSTROM AFB, TX 78743-5260
Payment Office: (512) 369-2235
Supervisor: (512) 369-2235
Acct & Fin Officer: (512) 369-3241
Major Cmd Contact: (804) 764-5216

Base: Bolling
Address: AFDW AFO/AFZ, BOLLING AFB, DC 20332
Payment Office: (301) 981-2378
Supervisor: (301) 981-2378
Acct & Fin Officer: (202) 767-4562
Major Cmd Contact: (202) 767-4562

Base: Brooks
Address: 6570 ABG/ ACFM, BROOKS AFB, TX 78235-5260
Payment Office: (512) 536-2500
Supervisor: (512) 536-2500
Acct & Fin Officer: (512) 536-3800
Major Cmd Contact: (301) 981-2228

Base: Cannon
Address: 27 TFW/ACFM, BLDG 600, CANNON AFB, NM 88103-5260
Payment Office: (505) 784-2913
Supervisor: (505) 784-4534
Acct & Fin Officer: (505) 784-2498
Major Cmd Contact: (804) 764-5216

Base: Carswell
Address: 7 BMW/ACFZ, CARSWELL AFB, TX 76127-5000
Payment Office: (817) 782-5592
Supervisor: (817) 782-5592
Acct & Fin Officer: (817) 782-7474
Major Cmd Contact: (402) 294-2781

Base: Castle
Address: 93 BMW/ACFM, CASTLE AFB, CA 95342-5260
Payment Office: (209) 726-2366
Supervisor: (209) 726-2366
Acct & Fin Officer: (209) 726-2448
Major Cmd Contact: (402) 294-2781

Base: Chanute
Address: 3345 CPTS/ACFMF, CHANUTE AFB, IL 61868-5260
Payment Office: (217) 495-4591
Supervisor: (217) 495-2802
Acct & Fin Officer: (217) 495-2017
Major Cmd Contact: (512) 652-2530

Base: Charleston
Address: 437 MAW/ACFM, CHARLESTON AFB, SC 29404-5260
Payment Office: (803) 554-4904
Supervisor: (803) 554-4904
Acct & Fin Officer: (803) 554-3723
Major Cmd Contact: (618) 256-5746

Base: Columbus
Address: 14 FTW/ACFM, COLUMBUS AFB, MS 39701-5000
Payment Office: (601) 434-2536
Supervisor: (601) 434-2537
Acct & Fin Officer: (601) 434-2672
Major Cmd Contact: (512) 652-2530

Base: Davis-Monthan
Address: 836 AD/ACFM, DAVIS-MONTHAN AFB, AZ 85707-5260
Payment Office: (602) 750-5814
Supervisor: (602) 750-5818
Acct & Fin Officer: (602) 750-5803
Major Cmd Contact: (804) 764-5216

Base: Dover
Address: 438 MAW/ACFM, DOVER AFB, DE 19902-5260
Payment Office: (302) 678-5191
Supervisor: (302) 678-5191
Acct & Fin Officer: (302) 678-4449
Major Cmd Contact: (618) 256-5746

Base: Dyess
Address: 96 BMW/ACFZ, BLDG 7316, DYESS AFB, TX 79607-5260
Payment Office: (915) 696-4936
Supervisor: (915) 696-2607
Acct & Fin Officer: (915) 696-2080
Major Cmd Contact: (402) 294-2781

Base: Eaker
Address: 97 CPTS/ACFZ, EAKER AFB, AR 72317-5260
Payment Office: (501) 762-6695
Supervisor: (501) 762-6695
Acct & Fin Officer: (501) 762-7114
Major Cmd Contact: (402) 294-2781

Base: Edwards
Address: AFFTC/ACFM, EDWARDS AFB, CA 93523-5260
Payment Office: (805) 277-2862
Supervisor: (805) 277-2862
Acct & Fin Officer: (805) 277-4416
Major Cmd Contact: (301) 981-2228

Base: Eglin
Address: AFDTC/ACFM, EGLIN AFB, FL 32542-5260
Payment Office: (904) 882-5403
Supervisor: (904) 882-2566
Acct & Fin Officer: (904) 882-4355
Major Cmd Contact: (301) 981-2228

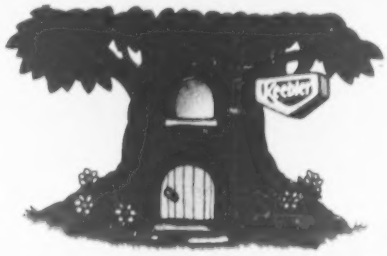
Base: Eielson
Address: 343 CPTS/ACFMM, EIELSON AFB, AK 99702-5260
Payment Office: (907) 377-1303
Supervisor: (907) 377-1303
Acct & Fin Officer: (907) 377-4140
Major Cmd Contact: (808) 449-5242

Base: Ellsworth
Address: 12 SSW/ACFZ, ELLSWORTH AFB, SD 58602-0210
Payment Office: (605) 385-1518
Supervisor: (605) 385-1520
Acct & Fin Officer: (605) 385-1551
Major Cmd Contact: (402) 294-2781

Base: Elmendorf
Address: 21 CPTS/ACF, ELMENDORF AFB, AK 99506-5001
Payment Office: (907) 552-4880
Supervisor: (907) 552-5591
Acct & Fin Officer: (907) 552-3065
Major Cmd Contact: (808) 449-5242

Base: England
Address: 23 TFW/ACFM, ENGLAND AFB, LA 71311-5260
Payment Office: (318) 448-5813
Supervisor: (318) 448-5811
Acct & Fin Officer: (318) 448-5689
Major Cmd Contact: (804) 764-5216

Base: F.E. Warren
Address: 90 SMW/ACFZF, BLDG 333, F.E. WARREN AFB, WY 82005-5260
Payment Office: (307) 775-2164
Supervisor: (307) 775-2164
Acct & Fin Officer: (307) 775-3811
Major Cmd Contact: (402) 294-2781



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Payment Office: (509) 247-2119
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Acct & Fin Officer: (509) 247-2156
Major Cmd Contact: (402) 294-2781

Base: George
Address: 831 AD/ACFM, BLDG 70, GEORGE AFB, CA 92394-5280
Payment Office: (619) 269-3175
Supervisor: (619) 269-3175
Acct & Fin Officer: (619) 269-2436
Major Cmd Contact: (804) 764-5216

Base: Goodfellow
Address: 3499 CPTS/ACFMM, GOODFELLOW AFB, TX 76908-5000
Payment Office: (915) 657-3768
Supervisor: (915) 657-3764
Acct & Fin Officer: (915) 657-3752
Major Cmd Contact: (512) 652-2530

Base: Grand Forks
Address: 42 AD/ACFZ, BLDG 101, GRAND FORKS AFB, ND 58205-5260
Payment Office: (701) 747-5679
Supervisor: (701) 747-5680
Acct & Fin Officer: (701) 747-6207
Major Cmd Contact: (402) 294-2781

Base: Griffiss
Address: 416 BMW/ACFM, GRIFFISS AFB, NY 13441-5260
Payment Office: (315) 330-3614
Supervisor: (315) 330-3611
Acct & Fin Officer: (315) 330-3122
Major Cmd Contact: (402) 294-2781

Base: Grisson
Address: 305 AREFW/ACFZ, GRISSON AFB, IN 46971-5260
Payment Office: (317) 689-2576
Supervisor: (317) 689-2574
Acct & Fin Officer: (317) 689-2415
Major Cmd Contact: (409) 294-2781

Base: Hanscom
Address: EDS/ACFCMF, HANSCOM AFB, MA 01731-5260
Payment Office: (617) 377-3825
Supervisor: (617) 377-3825
Acct & Fin Officer: (617) 377-3060
Major Cmd Contact: (301) 981-2228

Base: Hickham
Address: 15 ABW/ACFM, HICKHAM AFB, HI 96853-5260
Payment Office: (808) 449-3274
Supervisor: (808) 449-3274
Acct & Fin Officer: (808) 449-6093
Major Cmd Contact: (808) 449-5242

Base: Hill
Address: 00-ALC/ACF, HILL AFB, UT 84056-5260
Payment Office: (801) 777-7445
Supervisor: (801) 777-7445
Acct & Fin Officer: (801) 777-4833
Major Cmd Contact: (513) 257-7472

Base: Holloman
Address: 833 AD/ACFM, HOLLOMAN AFB, NM 88330-5260
Payment Office: (505) 479-7162
Supervisor: (505) 479-7161
Acct & Fin Officer: (505) 479-5547
Major Cmd Contact: (804) 764-5216

Base: Homestead
Address: 31 TFW/ACFM, HOMESTEAD AFB, FL 33039-5260
Payment Office: (305) 257-7242
Supervisor: (305) 257-7242
Acct & Fin Officer: (305) 257-8575
Major Cmd Contact: (804) 764-5216

Base: Hulburt
Address: 834ABW, HULBURT FLD, FL 32544-5260
Payment Office: (904) 884-6576
Supervisor: (904) 884-6238
Acct & Fin Officer: (904) 884-6224
Major Cmd Contact: (618) 256-5746

Base: K. I. Sawyer
Address: 410 BMW/ACFZ, BLDG 708, K. I. SAWYER AFB, MI 49843-5260
Payment Office: (906) 346-2906
Supervisor: (906) 346-2285
Acct & Fin Officer: (906) 346-1052
Major Cmd Contact: (402) 294-2781

Base: Keesler
Address: KTTC/ACFM, KEESLER AFB, MS 39534-5260
Payment Office: (601) 377-3231
Supervisor: (601) 377-2778
Acct & Fin Officer: (601) 377-3995
Major Cmd Contact: (512) 652-2530

Base: Kirtland
Address: 1606 ABW/ACFM, KIRTLAND AFB, NM 87117-5260
Payment Office: (505) 844-2295
Supervisor: (505) 844-5056
Acct & Fin Officer: (505) 844-5745
Major Cmd Contact: (618) 256-5746

Base: Lackland
Address: 3700 CPTS/ACFMF, LACKLAND AFB, TX 78236-5260
Payment Office: (512) 671-2301
Supervisor: (512) 671-2301
Acct & Fin Officer: (512) 671-2831
Major Cmd Contact: (512) 652-2156

Base: Langley
Address: 1 TFW/ACFM, LANGLEY AFB, VA 23665-5260
Payment Office: (804) 764-7342
Supervisor: (804) 764-3367
Acct & Fin Officer: (804) 764-3426
Major Cmd Contact: (804) 764-5216

Base: Laughlin
Address: 47 FTW/ACFMM, LAUGHLIN AFB, TX 78843-5000
Payment Office: (512) 298-5180
Supervisor: (512) 298-5469
Acct & Fin Officer: (512) 298-5203
Major Cmd Contact: (512) 652-2530

Base: Little Rock
Address: 314 TAW/ACFM, BLDG 1250, LITTLE ROCK AFB, AR 72099-5260
Payment Office: (501) 988-8181
Supervisor: (501) 988-6144
Acct & Fin Officer: (501) 988-6037
Major Cmd Contact: (618) 256-5746

Base: Loring
Address: 42 BMW/ACFZ, LORING AFB, ME 04751-5260
Payment Office: (207) 999-4292
Supervisor: (207) 999-2441
Acct & Fin Officer: (207) 999-6177
Major Cmd Contact: (402) 294-2781

Base: Los Angeles
Address: SSD/ACFCM, PO BOX 92960, LOS ANGELES, CA 90009-2960
Payment Office: (213) 643-6047
Supervisor: (213) 643-6016
Acct & Fin Officer: (213) 643-6112
Major Cmd Contact: (301) 981-2228

Base: Lowry
Address: LTTC/ACFMM, LOWRY AFB, CO 80230-5260
Payment Office: (303) 370-2595
Supervisor: (303) 370-3972
Acct & Fin Officer: (303) 370-4363
Major Cmd Contact: (512) 652-2156

Base: Luke
Address: 832 AD/ACFMC, LUKE AFB, AZ 85309-5260
Payment Office: (602) 856-3540
Supervisor: (602) 856-3540
Acct & Fin Officer: (602) 856-6033
Major Cmd Contact: (804) 764-5216

Base: MacDill
Address: 56 TTW/ACFM, MACDILL AFB, FL 33608-5260
Payment Office: (813) 830-3768
Supervisor: (813) 830-4897
Acct & Fin Officer: (813) 830-5458
Major Cmd Contact: (804) 764-5216

Base: Malmstrom
Address: 341 SMW/ACFZ, MALMSTROM AFB, MT 59402-5260
Payment Office: (406) 731-2232
Supervisor: (406) 731-2603
Acct & Fin Officer: (406) 731-4177
Major Cmd Contact: (402) 294-2781

Base: March
Address: 22 AREFW/ACFZ, MARCH AFB, CA 92518-5260
Payment Office: (714) 655-4837
Supervisor: (714) 655-4838
Acct & Fin Officer: (714) 655-5374
Major Cmd Contact: (402) 294-2781

Base: Mather
Address: 323 CPTS/ACFMM, MATHER AFB, CA 95655-5000
Payment Office: (916) 364-3560
Supervisor: (916) 364-3560
Acct & Fin Officer: (916) 364-2979
Major Cmd Contact: (512) 652-2530

Base: Maxwell
Address: HQ AU/ACFM, MAXWELL AFB, AL 36112-5260
Payment Office: (205) 293-7201
Supervisor: (205) 293-7201
Acct & Fin Officer: (205) 293-5358
Major Cmd Contact: (205) 293-5358

Base: McChord
Address: 62 MAW/ACFM, MCCHORD AFB, WA 98438-5266
Payment Office: (206) 984-3991
Supervisor: (206) 984-3991
Acct & Fin Officer: (206) 984-5959
Major Cmd Contact: (618) 256-5746

Base: McClellan
Address: SM-ALC/ACFMF, MCCLELLAN AFB, CA 95652-5260
Payment Office: (916) 643-6323
Supervisor: (916) 643-4422
Acct & Fin Officer: (916) 643-3219
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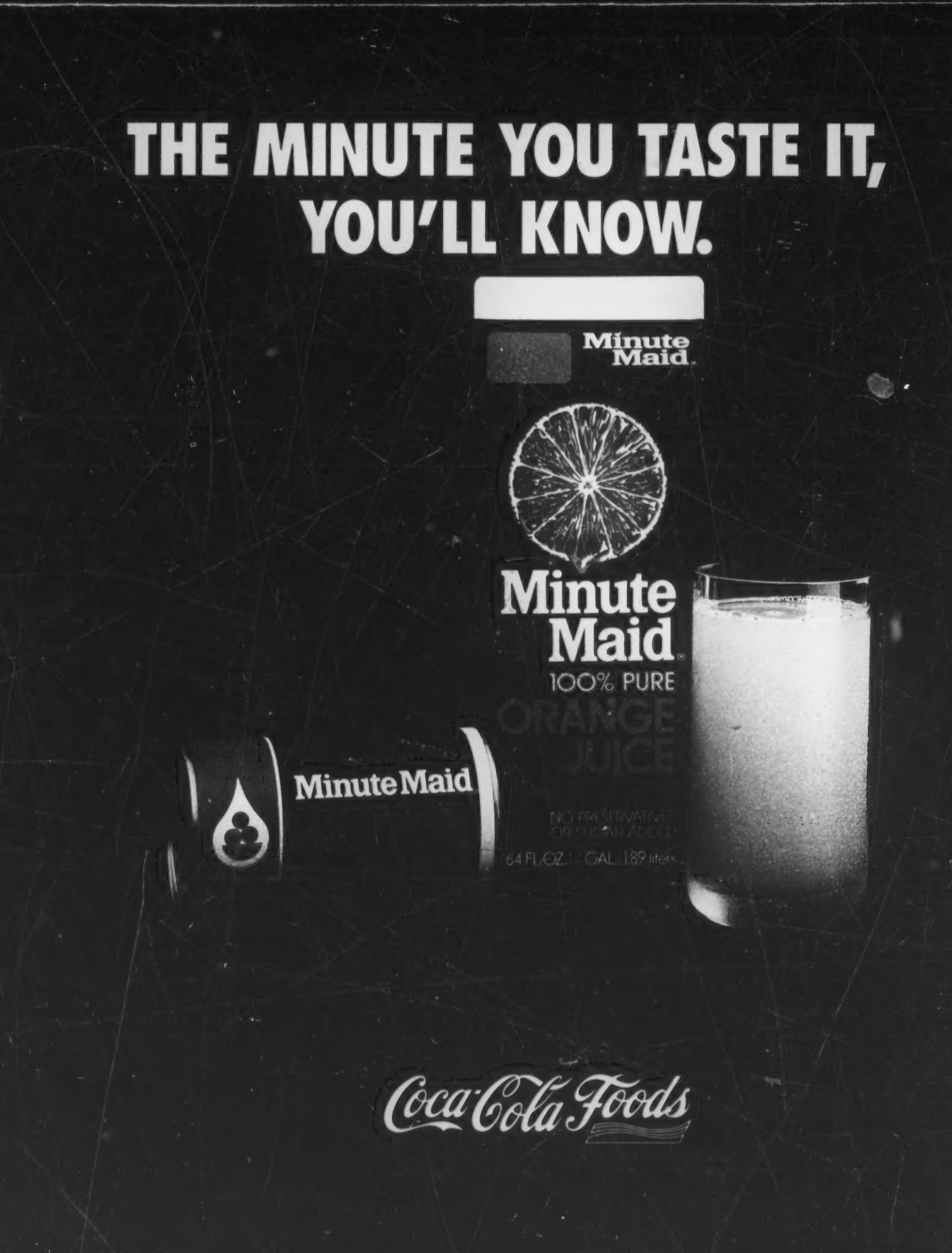

Coca-Cola Foods

Base: McConnell
Address: 384 BMW/ACFZ, MCCONNELL AFB, KS 67221-5260
Payment Office: (316) 652-4730
Supervisor: (316) 652-4727
Acct & Fin Officer: (316) 652-4637
Major Cmd Contact: (402) 294-2781

Base: McGuire
Address: 438 MAW/ACFM, MCGUIRE AFB, NJ 08641-5260
Payment Office: (609) 724-3365
Supervisor: (609) 724-3365
Acct & Fin Officer: (609) 724-4036
Major Cmd Contact: (618) 256-5746

Base: Minot
Address: 57 AD/ACFZF, BLDG 475, MINOT AFB, ND 58705-5260
Payment Office: (701) 723-4306
Supervisor: (701) 723-4304
Acct & Fin Officer: (701) 723-3048
Major Cmd Contact: (402) 294-2781

Base: Moody
Address: 347 TFW/ACFM, MOODY AFB, GA 31699-5260
Payment Office: (912) 333-3508
Supervisor: (912) 333-3298
Acct & Fin Officer: (912) 333-3294
Major Cmd Contact: (804) 764-5216

Base: Mountain Home
Address: 366 CPTS/ACFM, PO BOX 4070, MOUNTAIN HOME AFB, ID 83648-5260
Payment Office: (208) 828-2861
Supervisor: (208) 828-2863
Acct & Fin Officer: (208) 828-2074
Major Cmd Contact: (804) 764-5216

Base: Myrtle Beach
Address: 354 TFW/ACFM, MYRTLE BEACH AFB, SC 29579-5260
Payment Office: (803) 238-7555
Supervisor: (803) 238-7956
Acct & Fin Officer: (803) 238-7965
Major Cmd Contact: (804) 764-5216

Base: Nellis
Address: 554 OSW/ACFM, NELLIS AFB, NV 89191-5260
Payment Office: (702) 652-7341
Supervisor: (702) 652-7340
Acct & Fin Officer: (702) 652-2513
Major Cmd Contact: (804) 764-5216

Base: Norton
Address: 63 MAW/ACFMC, NORTON AFB, CA 92409-5260
Payment Office: (714) 382-4030
Supervisor: (714) 382-2254
Acct & Fin Officer: (714) 382-5428
Major Cmd Contact: (618) 256-5746

Base: Offutt
Address: 55 SRW/ACFZF, OFFUTT AFB, NE 68113-5260
Payment Office: (402) 294-3237
Supervisor: (402) 294-6116
Acct & Fin Officer: (402) 294-3030
Major Cmd Contact: (402) 294-2781

Base: Patrick
Address: ESMC/ACFM, PO BOX 4156, PATRICK AFB, FL 32925-5000
Payment Office: (305) 494-5635
Supervisor: (305) 494-2266
Acct & Fin Officer: (305) 494-7171
Major Cmd Contact: (719) 554-3655

Base: Pease
Address: 509 BMW/ACFZ, BLDG 23, PEASE AFB, NH 03803-5260
Payment Office: (603) 430-3363
Supervisor: (603) 430-4131
Acct & Fin Officer: (603) 430-3534
Major Cmd Contact: (402) 294-2781

Base: Peterson
Address: 1003 CPTS/ACFMF, BLDG 861, PETERSON AFB, CO 80914-5260
Payment Office: (719) 544-4757
Supervisor: (719) 554-7136
Acct & Fin Officer: (719) 554-4813
Major Cmd Contact: (719) 554-3655

Base: Plattsburgh
Address: 380 BMW/ACFZ, PLATTSBURGH AFB, NY 12903-5260
Payment Office: (318) 565-5312
Supervisor: (318) 565-7076
Acct & Fin Officer: (318) 565-5538
Major Cmd Contact: (402) 294-2781

Base: Randolph
Address: 12 FTW/ACFMM, RANDOLPH AFB, TX 78150-5260
Payment Office: (512) 652-4344
Supervisor: (512) 652-4344
Acct & Fin Officer: (512) 652-5502
Major Cmd Contact: (512) 652-2156

Base: Reese
Address: 64 FTW/ACFM, BLDG 800, REESE AFB, TX 79489-5260
Payment Office: (806) 885-6074
Supervisor: (806) 885-3781
Acct & Fin Officer: (806) 885-3225
Major Cmd Contact: (512) 652-2156

Base: Robins
Address: WR-ALC/ACFMS, ROBINS AFB, GA 31098-5260
Payment Office: (912) 926-4553
Supervisor: (912) 926-5753
Acct & Fin Officer: (912) 926-2180
Major Cmd Contact: (513) 257-7472

Base: Sawyer, K. I.
Address: 410 BMW/ACFZ, BLDG 708, K. I. SAWYER AFB, MI 49843-5260
Payment Office: (906) 346-2906
Supervisor: (906) 346-2285
Acct & Fin Officer: (906) 346-2227
Major Cmd Contact: (402) 294-2781

Base: Scott
Address: 375 MAW/ACFMF, SCOTT AFB, IL 62225-5260
Payment Office: (618) 256-8598
Supervisor: (618) 256-8598
Acct & Fin Officer: (618) 256-5168
Major Cmd Contact: (618) 256-5746

Base: Seymour Johnson
Address: 4 TFW/ACFM, SEYMOUR JOHNSON SFB, NC 27531-5260
Payment Office: (919) 736-6467
Supervisor: (919) 736-6620
Acct & Fin Officer: (919) 736-6208
Major Cmd Contact: (804) 764-5216

Base: Shaw
Address: 363 TFW/ACFM, SHAW AFB, SC 29152-5260
Payment Office: (803) 668-3347
Supervisor: (803) 668-3030
Acct & Fin Officer: (804) 668-2447
Major Cmd Contact: (804) 764-5216

Base: Sheppard
Address: 3750 CPTS/ACFM, SHEPPARD AFB, TX 76311-5260
Payment Office: (817) 851-2263
Supervisor: (817) 851-2174
Acct & Fin Officer: (817) 851-2009
Major Cmd Contact: (512) 652-2156

Base: Tinker
Address: OC-ALC/ACFMF, TINKER AFB, OK 73145-5260
Payment Office: (405) 739-5217
Supervisor: (405) 739-3065
Acct & Fin Officer: (405) 739-2155
Major Cmd Contact: (513) 257-7472

Base: Travis
Address: 60 MAW/ACFM, BLDG 250, BAY E-1, TRAVIS AFB, CA 94535-5260
Payment Office: (707) 438-3044
Supervisor: (707) 438-3659
Acct & Fin Officer: (707) 438-1888
Major Cmd Contact: (618) 256-5746

Base: Tyndall
Address: USAF ADWC/ACFM, TYNDALL AFB, FL 32403-5260
Payment Office: (904) 283-8291
Supervisor: (904) 283-8292
Acct & Fin Officer: (904) 283-2300
Major Cmd Contact: (804) 764-5216

Base: Vance
Address: 71 ABG/ACFMM, VANCE AFB, OK 73705-5260
Payment Office: (405) 249-7344
Supervisor: (405) 249-6217
Acct & Fin Officer: (405) 249-7191
Major Cmd Contact: (512) 652-2156

Base: Vandenberg
Address: 4392 ASW/ACFM, VANDENBERG AFB, CA 93437-5260
Payment Office: (805) 866-4035
Supervisor: (805) 866-4035
Acct & Fin Officer: (805) 866-4031
Major Cmd Contact: (402) 294-2781

Base: Warren
Address: 90 SMW/ACFZF, BLDG 333, F. E. WARREN AFB, WY 82005-5260
Payment Office: (307) 775-2164
Supervisor: (307) 775-2164
Acct & Fin Officer: (307) 775-3811
Major Cmd Contact: (402) 294-2781

Base: Whiteman
Address: 351 SMW/ACFZF, PO BOX 6009, WHITEMAN AFB, MO 65305-526
Payment Office: (816) 687-5445
Supervisor: (816) 687-5448
Acct & Fin Officer: (816) 687-5389
Major Cmd Contact: (402) 294-2781

Base: Williams
Address: 82 FTW/ACFMM, WILLIAMS AFB, AZ 85240-5505
Payment Office: (602) 988-5837
Supervisor: (602) 988-5837
Acct & Fin Officer: (602) 988-5709
Major Cmd Contact: (512) 652-2156

Base: Wright Patterson
Address: 2750 ABW/ACFSM, WPAFB, OH 45433-5260
Payment Office: (513) 257-7073
Supervisor: (513) 257-3667
Acct & Fin Officer: (513) 257-3816
Major Cmd Contact: (513) 257-7472

Base: Wurtsmith
Address: 379 BMW/ACFZ, WURTSMITH AFB,
MI 48753-5260
Payment Office: (517) 747-6214
Supervisor: (517) 747-6109
Acct & Fin Officer: (517) 747-6002
Major Cmd Contact: (402) 294-2781

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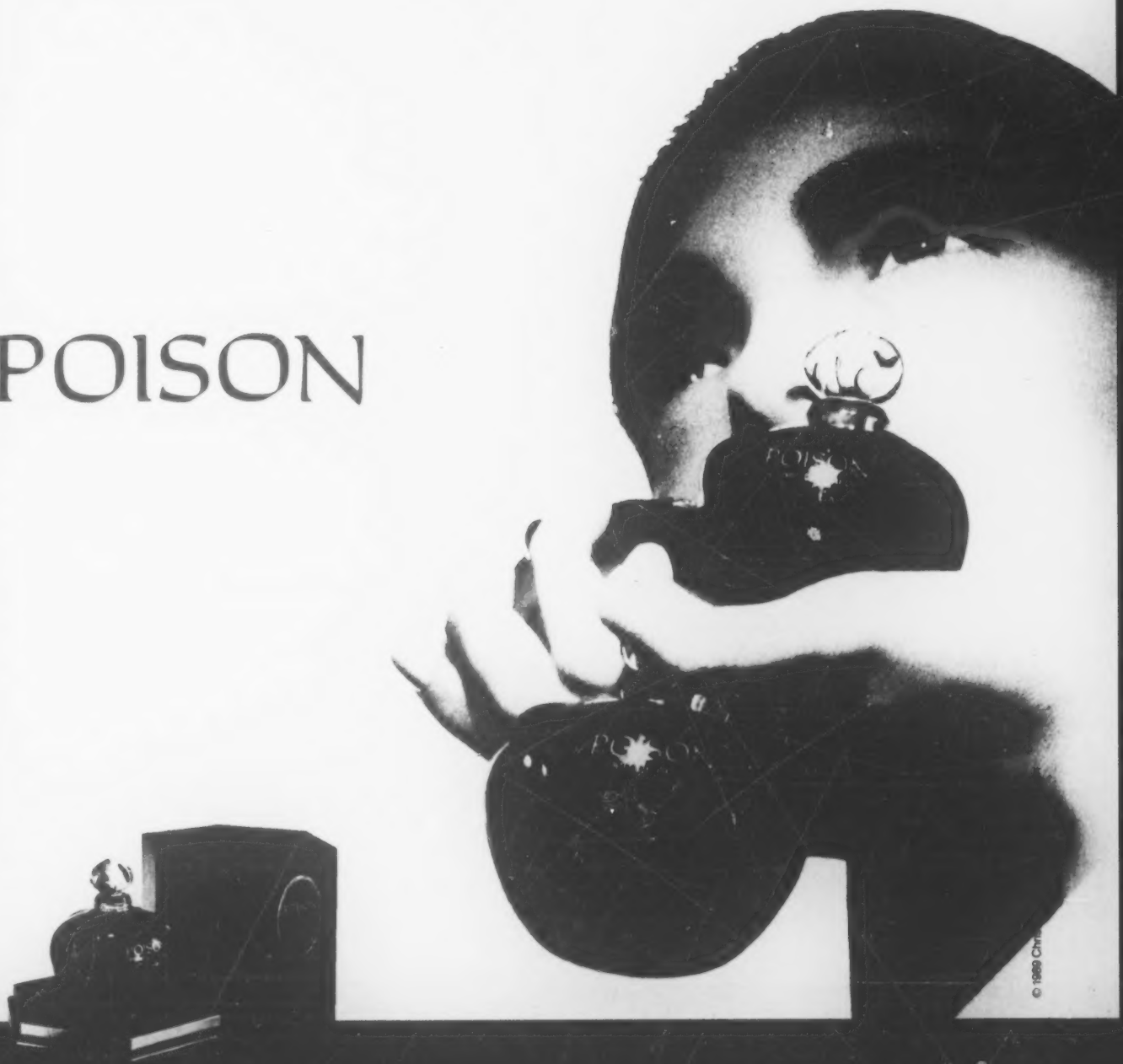

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From its headquarters in Dallas, Texas, AAFES operates nearly 6,000 retail facilities on military installations worldwide. It also runs 1933 food outlets including franchised Burger King restaurants; 610 automotive facilities; catalog services; 843 movie theaters; 364 Class Six stores; and 2,000 vending patios worldwide. Additionally, AAFES offers personal services through concession contracts with local businesses. These include beauty and barber shops, florists, laundries and dry cleaners and repair shops of all kinds.

In overseas areas, AAFES runs its own meat and ice cream plants, dairies and bakeries, and support for the school lunch program at Department of Defense schools.

The purpose of AAFES is stated in its two-fold mission: to provide merchandise and service to authorized customers at uniformly low prices, and to generate reasonable earnings in support of military morale, welfare and recreation programs. The mission has remained essentially unchanged since exchanges were established in July 1895.

Annual sales in AAFES facilities amounted to $6.8 billion in 1989. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses—and MWR. Last year's dividends to MWR amounted to $216 million. Over the past 10 years AAFES has returned more than $1 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is also receptive to minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two subordinate organizations overseas, **AAFES-Europe** based in Munich, Germany and **AAFES-Pacific** in Honolulu, Hawaii. In the U.S., AAFES is divided into four operations sectors. It also has its own distribution network headquartered in Dallas, Texas. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 84,000 civilians. Over 35,000 employees are military family members. All civilian salaries are paid from AAFES earnings, not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES negotiates only with authorized individuals and awards contracts only to eligible persons and firms. To conduct business, all visitors must have some identification that will establish the visitor's authority to represent a principal. An employee of a manufacturer should have a business card, badge, ID card, or authorization letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a firm, must have a current letter of authorization from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the last twelve months.

When visiting AAFES, visitors are also required to have a registration number. This number is obtained by completing AAFES Forms 3900-56 and 3900-57 (a Notice of Appearance Before Exchange Activity). Unless a correction is necessary, the registration number is permanent and can be used on all visits. Particular attention should be paid to the reverse side of the form which includes a statement of AAFES policy on gratuities, refererces to pertinent Army and Air Force regulations and brief summaries of applicable statutes.

Visitors must complete a Visitor's Registration Form, AAFES Form 3900-58, on every visit.

Store Visitation Policy

If the firm is doing business with AAFES, entry to the stores as a vendor rep is authorized by the contract. Representatives who do not have a contract with AAFES may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or overseas merchandise branch or division.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

Selling to AAFES

AAFES purchases retail merchandise, supplies, services and equipment in a variety of markets. These purchases involve many forms of competitive purchasing and item selection. Although purchases may be made from other government sources, most of our purchases are made directly from private business. We make competitive purchases through the negotiated method (as opposed to formal advertising used in some appropriated fund acquisitions) on the basis of full and free competition to the extent practicable. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration. Avoid sending any unsolicited samples of merchandise or products to AAFES. If any samples are required for product evaluation purposes, you will be specifically requested to provide them. Send us your product brochures or other descriptive literature which portrays the merchandise or products you are interested in selling.

The sale of some retail merchandise by CONUS exchanges is limited in category and cost price by the Armed Services Exchange Regulations approved by the U.S. Congress. The list of items is available from Hq AAFES. There are no limitations on retail merchandise sold in exchanges overseas.

Since AAFES is basically a retailing organization serving the needs of the military community, we select items for resale on the basis of a product's demonstrated customer acceptance in the commercial market place. Due to space and investment limitations, we avoid being a test market for new and unproved products.

Commodity Procurement

(Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES buys commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in overseas exchanges, items and services for CONUS exchanges, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Fine jewelry items and prerecorded music (records, tapes and discs) are purchased by contracting officers at the AAFES Specialized Distribution Center (ADC), Atlanta, GA.

Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate purchasing sections listed below. Firms or individuals wanting to sell fine jewelry items should address correspondence to: AAFES Distribution Section, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-5163. Firms wanting to sell prerecorded records, tapes or discs should address correspondence to: Records Distribution Section, P.O. Drawer WW, Forest Park, GA 30051.

Alaska and Offshore Exchanges

Western Operations is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, which will forward the information to Western Operations.

The **Southern Operations** purchases merchandise for exchanges in Puerto Rico and Panama, Greenland, and the Azores.

Other Overseas Exchanges

Commodities are bought for other overseas exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in overseas exchanges are primarily bought by **Hq AAFES-Europe** from sources in Europe. The Purchasing Directorate's Pacific Field Office handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe
APO New York 09245-0003

(Commercial)
Commander
Hq AAFES-Europe
McGraw Kaserne
Tegernseer Landstr, 210
8000 Muenchen 90
Federal Republic of Germany

(APO)
Hq AAFES Purchasing Directorate
Pacific Field Office
APO San Francisco 96328

(Commercial)
Hq AAFES Purchasing Directorate
Pacific Field Office
Yokota Air Base Bldg. #4018
Fussa-shi, Tokyo 197
Japan

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the overseas exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES purchasing sections listed in this directory.

Non-Resale Items

These are the supplies and equipment used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to:

Chief, Support Procurement Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

The majority of books and publications are supplied to exchanges in the United States by local distributors serving the area in which the exchange is located. Contracts with distributors are on a guaranteed sales basis and require the contractor to provide in-store service and remove unsold and outdated publications. Sales of hardbound books are extremely limited in the exchanges located in the U.S.

For Hawaii, publications are the responsibility of HQ AAFES-Pacific, Purchasing Division.

For Guam, Japan, Korea, Okinawa and the Philippines, stores are operated by Pacific Stars and Stripes, Tokyo, Japan.

For Europe, publications are sold in book stores operated by the Stars and Stripes.

You may also wish to contact:

HQ AAFES/PD-C
3911 S. Walton Walker Blvd
Dallas, Texas 75220-0606

Stars & Stripes
APO New York, NY 09175
or
Stars & Stripes
252 Seventh Avenue, Room 401
New York, NY 10001

AAFES-Pacific
919 Ala Moana
Honolulu, HI 96814–4999
or
Pacific Stars and Stripes
APO San Francisco, CA 96503

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and businesses. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement, music and beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation by small businesses and minority business enterprises is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For more information on minority business opportunities, contact the Special Assistant for Minority Business Utilization at Hq AAFES.

In CONUS, contracting is done at HQ AAFES. Anyone interested in providing a customer service should contact the contracting office.

Firms or individuals wanting to provide a service at overseas locations have to comply with the laws and regulations of the host country. For further information, contact the applicable overseas exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than $200,000.

Hq AAFES Support Procurement Division contracts for new construction and renovation exceeding $200,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES-PD, Support Procurement Division, P.O. Box 660202, Dallas, TX 75266-0202.

Contact the appropriate operation sector to be included in their construction source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES-PD Support Procurement Division. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Directorate.

Overseas exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable overseas exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their specific certificate of appointment. They have considerable authority to act for AAFES in business matters. No one else may orally, or in writing, obligate AAFES to purchase any product or service.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, AAFES Form 4200-10. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm wants to provide, and (2) provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order and through over-the-counter sales at most exchanges in CONUS. The catalog, in effect, serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

The all-service mail order catalog is now published twice a year, once in the spring and the other in the fall. Combined with 2 mini-catalogs, over 2,000,000 were printed and distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Division, Marketing Directorate.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES Purchasing Directorate for inclusion of U.S.-origin products. Overseas suppliers should contact AAFES-Europe, Munich, Germany, or the Pacific Field

Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups.

Distribution Centers

Exchanges worldwide are supported from 14 Distribution Centers (DCs). The CONUS DCs receive, process, and ship a variety of merchandise categories.

The Atlanta DC, Forest Park, GA distributes fine jewelry, pre-recorded music, military uniforms, fashion shoes and American catalog merchandise worldwide. Additionally, it distributes general merchandise to all exchanges east of the Mississippi, including Europe, plus selected items to other exchanges worldwide.

From the Oakland DC, CA, general merchandise is distributed to stores west of the Rockies, including Alaska and throughout the Pacific. The new North Texas DC in Waco, TX, supports exchanges east of the Rockies and west of the Mississippi.

The new Dan Daniel DC in Newport News, VA, serves stores along the eastern seaboard and Europe with general merchandise. In addition, certain other items, such as shoes, are supplied worldwide. This one million square foot facility is the first of four state-of-the-art regional centers to be built by AAFES.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center** (FDC) at Hq AAFES and a Fashion Distribution Activity, Atlanta, GA.

All distribution centers are under supervision of the AAFES Distribution headquarters.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the vendor ships the merchandise directly to the store. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES stock assortment is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift, gratuity, or anything of monetary value from any person or firm doing, or seeking to do, business with the Government.

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences including termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it by telephoning the AAFES HOTLINE, 1-800-442-6345.

Minority Business Utilization Policy

AAFES procurement personnel will promote the development of minority business enterprise to the extent that such action is consistent with the AAFES mission and that such procurement is accomplished in the 50 states, Puerto Rico and Guam.

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Headquarters AAFES

Command Group

Commander
MGen Jeffery D. Kahla, USAF
(214) 780-3551

Vice Commander
BG Joseph T. Ellis, USA
(214) 780-3631

Deputy Commander for Operations
Paul E. Fromm
(214) 780-3663

Chief of Staff
Col Floyd Herndon, Jr., USAF
(214) 780-3731

Special Assistant for Minority Business Utilization
Nelcina Haralson
(214) 780-3571

Senior Enlisted Advisor
CMSgt Thomas C. Flowers, USAF
(214) 780-3051

HQ AAFES Public Affairs Division

Director
Col Carol Habgood, USAF
(214) 780-3865

Deputy Director
Dale Woods
(214) 780-3865

Washington, D.C. Office

Army & Air Force Exchange Service
Room 5E-483, Pentagon
(202) 695-2958

Chief
George Quigley

General Counsel
Evan E. Thomas

HQ AAFES Comptroller Directorate

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Orman Frazier
(214) 780-3161

Chief, Financial Management Branch
Frank Vitullo
(214) 780-2731

Chief, General Accounting Division
George Derrico
(214) 780-2631

Chief, Insurance Division
Kenneth Weaver
(214) 780-2271

Chief, Payroll Division
Dorothy Webster
(214) 780-3870

Chief, Fiscal Policy, Procedures and Systems Division
Carl E. Foreman
(214) 780-2187

HQ AAFES Engineering Directorate

Director
COL Michael M. Jenks, USA
(214) 780-2751

Deputy Director
Earl H. Norder
(214) 780-3141

Chief, Design Devel. Division
Gary A. Petras
(214) 780-3541

Chief, Construction Division
Henry T. Roberts
(214) 780-3841

Chief, Engineering Management Division
Larry Brewer
(214) 780-2155

Acting Chief, Standards & Criteria Division
Bill Hibbard
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
Col Floyd Herndon, Jr., USAF
(214) 780-3731

HQ AAFES General Counsel

General Counsel
Col Verlin D. Dickman, USAF
(214) 780-3641

Deputy General Counsel
William F. Bronson
(214) 780-3126

HQ AAFES Management Information Directorate

Director
James McKinney
(214) 780-3371

Deputy Director
James Simmons
(214) 780-3371

Chief, Systems Development Division
Theodore F. Pazur
(214) 780-2561

Chief, Computer Processing Division
Harold Waller
(214) 780-2671

Chief, Technical Resource & Planning Division
Samuel Lankford

Purchasing Directorate

Director
Bernard Gillett
(214) 780-3721

Deputy Director
Gerald Saperstein
(214) 780-3721

Softlines Division (PD-A)
Chief
Ron Norrell
(214) 780-3621

Ladieswear Section
Merchandise Manager, Ladieswear
Roger Mulenkamp
(214) 780-2515

Senior Buyer
Jacquie Waelde
(214) 780-2213
Misses, misses petite, womens coordinates, tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Senior Buyer
Linda Williams
(214) 780-2233
Junior separates, coordinates, related separates

Buyer
Helen McMillan
(214) 780-2560
Junior dresses, suits, junior petite dresses, junior cocktail, formal and prom dresses

Buyer
Joan Graffagnini
(214) 780-3921
Intimate apparel, lingerie, hosiery, thermal underwear, foundations, coordinated daywear, all sleepwear

Buyer
Suzanne O'Brien
(214) 780-2205
Misses separates (except jeans and sweaters); shorts, short sets

Buyer
Cheri Botvidson
(214) 780-2206
All misses, junior outerwear, leather & fabric

Assistant Buyer
Pamela Childs
(214) 780-2212
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Julie Bierman
(214) 780-2542
Women's separates, all maternity wear

Assistant Buyer
Linda Dovey
(214) 780-2517
Jackets, raincoats, long coats, outerwear, vests, leatherwear, jeans, sweaters, exercise wear, athletic wear

Menswear Section
Merchandising Manager
George Miller
(214) 780-2163

Senior Buyer
Sharon Brown
(214) 780-2191
Fashion active coordinates, mens and ladies skiwear and accessories

Senior Buyer
Lynda Hemphill
(214) 780-2162
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer
Russell Teague
(214) 780-2190
Mens dress designer fashion C/S sport western heavyweight shirts, neckwear, designer/prestige label program

Buyer
Donald Bleeker
(214) 780-2165
Mens sweaters, basic fashion knit sport and velour shirts, golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer
Matt Dromey
(214) 780-6158
Mens walk shorts, basic fashion and designer jeans, novelty, imprinted and pro sportswear, robes, pajamas, swimwear, "big and tall" clothing

Buyer
Monte McCarter
(214) 780-2192
Mens basic fashion and thermal underwear, athletic supporters, sweat shirts and pants, basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer
Minnie Batt
(214) 780-2163
Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Buyer
Martie Ramirez
(214) 780-2192
Men's hosiery, swim wear, walking shorts

Childrenswear Section
Merchandise Manager
Lelia Ross
(214) 780-3520

Senior Buyer Supervisor
B. G. St. Romain
(214) 780-2977
Boys sizes 4–7 and 8–18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates, tennis & swimwear. Jackets, coats infant sizes coats & jackets, pramsuits

Senior Buyer Supervisor
Patricia Kirkpatrick
(214) 780-3913
Young junior sizes 6–14 coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts, girls sizes 4–6X and 7–14 coordinates, dress and all weather coats, jackets, girls sizes 4–6X tennis tops, shorts, girls toddler 4-6X, 7-14 and young jr. swimwear

Buyer
Louise Lindell
(214) 780-2974
Girls 4–6X and 7–14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits, pullover cardigans, sweaters

Buyer
Alicia Scott
(214) 780-2978
Boys Dress Pants: Reg/Slim. Boys Casual Pants: 4-7, 8-18 and Prep 25-30. Boys Fashion Jeans: 4-7,8-18 and 25-30 Prep. Boys Pullover Cardigan Sweaters 4-7, 8-20. Boys Knit Shirts Short & Long Sleeve 4-7,8-14,16-20. Boys Designer Knit Shirts: 8-20. Boys Licensed T-Shirts 4-20. Boys Dress Shirt, Woven S/SLV/L/SLV: 4-7,8-14,16-20. Boys Robe: Toddler, 4-7 & 8-20. Boys PJ's: Toddler, 4-7 & 8-20

Buyer
Lucille Papageorge
(214) 780-2967
Newborn infant, toddler boy and girl pant sets, crawler sets, warmups, creepers, shirts, blouses, suits, short sets, dresses, diaper sets

Buyer
Anita Hill
(214) 780-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, bumperliners, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads, girl and boy scouts, childrens budget jeans and knit shirts, underwear, socks, tights, girls umbrellas, leotards, tights, thermal underwear, boys belts

Associate Buyer
Jerome Hintz
(214) 780-2971

Buyer
Laurel Owen
(214) 780-2971
Infant/toddlers and girls 4-6x,7-14
Sweaters and sleepwear

Associate Buyer
Louis Lee
(214) 780-2970
Infant & Toddler, Boy and Girl Headwear, Gloves, Belts, Girls Handbags, Totes, Beach Bags and Novelty Accessories all Sizes

Assistant Buyer
Mira Marr
(214) 780-3909
Infant & Toddler, Boy and Girl Overalls, Pants, Shorts, Knit Tops, Coordinates and Jeans

Footwear Section
Merchandise Manager
Frank Oliverio
(214) 780-2795

Senior Buyer Supervisor
Henry Culley
(214) 780-2798
Ladies fashion and ladies military shoes

Buyer
Mike Mikulecky
(214) 780-2799
All genders athletic shoes, slush molds, moon boots

Buyer
James Beverly
(214) 780-2980
Mens shoes, military shoes

Associate Buyer
Bill Coody
(214) 780-3716

Fashion Distributors
Supervisory Inventory Management Specialist
Jerry Maxey

Distributor Number 1
Judy Crane
(214) 780-3709
Boyswear, girlswear, young juniors, girls dresses, coordinates, sleepwear, infants and toddlers sleepwear, girls off-price

Distributor Number 2
Margie Byrd
(214) 780-3806
Coordinates and related separates

Distributor Number 3
Tom Siddall
(214) 780-2988
men's fashion

Distributor Number 4
Hilde Doyle
(214) 780-2987
Misses and related separates and coordinates

Distributor Number 5
Earlene Moore
(214) 780-2232
Junior wear

Distributor Number 6
Fred Richards
(214) 780-2408
Toddler wear

Distributor Number 7
Susie Lattig
(214) 780-3455
Misses dresses, suits, formals, misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8
Walter Pieper
(214) 780-3725
Young juniors

Distributor Number 9
Carrie Nichols
(214) 780-2998
Boyswear

Jewelry, Watches and Small Leathergoods
Merchandise Manager
Karen J. Forsyth
(214) 780-3624

Buyer
Mark Roessler
(214) 780-3618
Watches, watch batteries, watchbands, clocks

Buyer
Jerry Huston
(214) 780-3714
Fine jewelry, ear piercing program

Buyer
Jimmie Ogbugbulu
(214) 780-2918
Fashion jewelry, personal leathergoods

Supervisory Buyer
James Mahoney
(405) 363-5163

Consumables Division (PD-C)
Chief
Michael Moreland
(214) 780-2225

Retail Grocery Branch
Merchandise Manager
Frank Grippy
(214) 780-2569

Candy, Snacks, Tobacco and Soda Section
Senior Buyer-Supervisory
Jack Pegues
(214) 780-3215

Buyer
Kathy Wulff
(214) 780-3789
Snacks

Associate Buyer
Melva Johnson
(214) 780-2481
Candy, snacks

Purchasing Assistant
Joette Trull
(214) 780-3826
Candy, snacks

Wine & Spirit Branch
Merchandise Manager
Rick Lyon
(214) 780-3719

Senior Buyer (Spvy)
Elmer Bowen
(214) 780-6583
Wine & Spirit (Domestic)

Buyer
Ed Sparling
(214) 780-6583
Wine & Spirit (Domestic)

Senior Buyer (Spvy)
Ole Hill
(214) 780-6580
Wine & Spirit (Overseas)

Buyer
James Doutre
(214) 780-6584
Wine & Spirit (Overseas)

Retail/Institutional Food Section
Senior Buyer-Supervisory
Jack Leavitt
(214) 780-3226
Juices, freeze, chill

Buyer
Ronald J. Alleva
(214) 780-3216
Groceries

Buyer
Bill Russell
(214) 780-6499
Flour, Bakery Products, #10 Cans

Contract Specialist
Vacant
(214) 780-3214
Flour, Bakery Products, #10 Cans

Contract
Sharon Hoerter
(214) 780-3891
Flour, Bakery Products, #10 Cans

Buyer
Terry Moore
(214) 780-2986
Frozen, Franchise, Chill, Freezer

Contract Specialist
Sue Duke
(214) 780-3229
Frozen, Franchise, Chill, Freeze

Buyer
Kathleen Wulff
(214) 780-2839
Candy, Snacks, Franchise, Chill, Freezer

Contract Specialist
Peggy Kean
(214) 780-3047
Frozen, Franchise, Chill, Freeze

Ass't Buyer
Robert Quintana
(214) 780-3893

Health & Beauty Aids, Stationery Branch
Merchandise Manager
Larry D. Williams
(214) 780-3421

Buyer
Dean Weller
(214) 780-3217
Cigarettes, tobacco, smoking accessories, soda

Health & Beauty Aids Section
Senior Buyer-Supervisory
Anna Ransom
(214) 780-3656
Cosmetics and cosmetic accessories

Buyer
Steve Kimple
(214) 780-3656
Vitamins, baby supplies, foot aids, suntan lotions, eyecare, cold remedies, analgesics, healthcare

Buyer
Avis A. Coltrain
(214) 780-3656
Soap, fragrances, potpourri, bath products

Buyer
Sherri Somerville
(214) 780-3656
Ethnic haircare, AAFES brand HBA, sunglasses

Buyer
Kathryn Perkowski
(214) 780-6612
Oral Hygiene, deodorants, Shaving Supplies, Haircare

Associate Buyer
Yvette Sanderson

Purchasing Assistant
Glennis Parker
(214) 780-3242

Assistant Buyer
William Eddings
(214) 780-3928
Personal Care Appliances, Household Paper, Sanitary, Disp Diapers, Fem. Hygiene, Creams/Lotions

Stationery Section
Senior Buyer-Supervisory
Guy Ormiston
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Buyer
Cheryl Blakely
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Assistant Buyer
Mark Moody
(214) 780-3311

Procurement Assistant
Vacant
(214) 780-3311

Hardlines Division (PD-H)
Chief
Gene A. Jones
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys
Merchandise Manager
Bill R. Sullivan
(214) 780-3315

Sporting Goods & Outdoor Living Unit
Senior Buyer
Gary Tunnell
(214) 780-2133
Sporting goods

Buyer
John Engroff
(214) 780-2585
Camping, hunting

Buyer
Sandra Bonander
(214) 780-3256
Outdoor living

Associate Buyer
Ken Warden
(214) 780-3272
Outdoor living

Toys and Luggage Unit
Senior Buyer-Supervisory
William C. Howk
(214) 780-2582

Buyer
Joyce Marrow
(214) 780-2997
Toys

Assistant Buyer
Alex McKenzie
(214) 780-3967
Toys

Buyer
John Akridge
(214) 780-3723
Bicycles, hobbies, luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware, Appliances
Merchandise Manager
D.M. McClain
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit
Senior Buyer
James Howard
(214) 780-3267
Furniture, ready-to-assemble (RTA)

Buyer
Tom Wilmoth, Jr.
(214) 780-3517
Bed linens

Assistant Buyer
Rose Nelson
(214) 780-3518
Domestics, bath linens, kitchen, table

Buyer
Jacquie Paterick
(214) 780-2574
Fabrics, notions, sewing machines

Associate Buyer
Teri Willis
(214) 780-3269
Fabrics

Buyer
Mel Asuncion
(214) 780-3524
Furniture

Assistant Buyer
Barbara Mandel
(214) 780-2134
Juvenile furniture, rugs, shelves

Buyer
Andy Fisher
(214) 780-2134
Lamps, rugs

Housewares, Electric/Non-Electric, Giftware Unit
Senior Buyer
Betty Gilbert
(214) 780-2646
Major appliances

Buyer
Vic Combs
(214) 780-3793
Small appliances

Buyer
Donna Herbin
(214) 780-3257
Housewares

Buyer
Heidi Sager
(214) 780-3268
Giftware

Associate Buyer
Bobbie Smith
(214) 780-2028
Giftware

Assistant Buyer
Tracy Harvey
(214) 780-3970
Giftware, candles

Audio/Photo
Chief
Mike Davis
(214) 780-2111

Photo And Optical Section
Senior Buyer-Supervisory
Bob Munsey
(214) 780-3623
U.S. cameras/film

Buyer
Herb Lai, C.P.M.
(214) 780-2330
Import cameras and direct access

Buyer
Bill Eddings
(214) 780-3978
Photo finishing, accessories

Assistant Buyer
Kevin Cantrell
(214) 780-2553
Telephones and car stereos

Audio Section
Senior Buyer-Supervisory
Don Sydlik
(214) 780-2598
VCRs, TVs, clock radios, portable cassettes

Buyer
Dan Lemon
(214) 780-3975
Music systems, components, cassette decks, VCRs, TVs and compact discs

Buyer
Mike Cooper
(214) 780-2319
TV games, home computers

Assistant Buyer
Dennis McConduit
(214) 780-3976
Portable audio, clock radio and portable cassette recorders

Automotive/Hardware/Cleaning & Pet Supplies
Merchandise Manager
Mike McClain, C.P.M.
(214) 780-3484

Automotive Unit
Senior Buyer/Supervisory
Ken Wilson
(214) 780-2741
Parts peculiar

Buyer
Donald C. Ruff, C.P.M.
(214) 780-3022
Chemicals, additives, accessories

Buyer
James E. Blake, C.P.M.
(214) 780-3316
Tires, batteries, parts common

Associate Buyer
Hanna Lore Lenz
(214) 780-3971

Hardware/Cleaning & Pet Supplies
Senior Buyer/Supervisory
Peter Clendenon, C.P.M.
(214) 780-2571
Hardware, pet supplies

Buyer
Antonio P. Spencer
(214) 780-3261
Cleaning supplies

Military Clothing Division (PD-U)
Chief
Rex Keely, Sr.
(214) 780-2601

Assistant Chief
LTC John L. Ross, USA
(214) 780-2082

Assistant to the Chief
Vacant

Merchandise Manager
Harold Mandel
(214) 780-2990

Senior Buyer
Carol Williams
(214) 780-3208

Quality Assurance Division
Chief (PD-Q)
COL Rodney P. Reed, USA
(214) 780-2711

Programs & Support Officer
Pradip Mehta
(214) 780-2710

Inspection Branch (PD-QI)
Chief
Floyd Sherrell
(214) 780-6375

Western Inspection Section
Supervisor
James Jolley
(214) 780-6443

Eastern Inspection Section
Supervisor
Lou Lindsay
(404) 363-5862

Testing & Analysis Branch (PD-Q/T)
Chief
Joseph A. Werres
(214) 780-3409

AAFES Europe (PD-Q)
Chief
Bob Rogers
9-011-49-089-6220 (Ext 286)

Pacific Field Office
Chief
Martha Gohmert
011-81-425-52-2511 (Ext 5-3720)

Support Procurement Division (PD-S)
Chief
Roger Perez

Special Contracts Branch
Chief
Rod Constant

Equipment & Expense Branch
Chief
Ken Buffaloe

Supervisory Contract Specialist
Richard Rabb
Computers/Software/Telephones/POS/Office Equipment

Contract Specialist
Peggy Gamblin
Vending equip./Motion Picture Equip./PA-Music Systems

Purchasing Agent
Paula Brewer
(214) 780-3050
ADP and Office Equip. Small Purchases/GSA-AAFES Contract Delivery Orders

Supervisory Contract Specialist
Rebecca Foster
Food Equip./Food Franchise Equipment

Contract Specialists
Merle Brockington/Janey Stolz/Marjorie Daniel

Contract Specialist
Mary Jane Williams/Joy Price
Kitchen Equip./E.SAB's/Smallwares

Purchasing Agent
Linda Allen
Food Service Plant Equip./Spare Parts

Supervisory Contract Specialist
Rod Breland
Signs/Menu Boards/Furniture/Construction Supplies

Contract Specialist
William Talley
Floor/Laundry/Dry Cleaning/Janitorial Equipment & Supplies

Contract Specialist
Glenda Hume
Building, Construction Materials/Electrical Lighting/Motion Picture

Purchasing Agent
Cheryl Carroll
Martha Richardson
Office Supplies/Engraving/Key Name Tags/Tickets, Plaques

Supervisory Contract Specialist
Ethel McConduit
Retail Fixtures/Uniforms/Gift Wrap/Printing/Repair Parts

Contract Specialist
Jackie Rhoades
Exchange Catalog/Gift Wrap/Uniforms/Awards

Contract Specialist
Judy James
Renea Honea
Shopping Carts/Mannequins/Fixtures/Display Aids

Contract Specialist
Janie Stolz
Printing/Circulars/Exchange Post/Promotional Signs

Note: Support Procurement Division is moving to the new AOC. As such, existing numbers will soon be invalid. Most likely, calls will be forwarded.

ADJUST
YOUR
HAIR TO
BEAUTIFUL.
FINESSE CONDITIONER
SELF-ADJUSTS
EVERY TIME.
Never
over-conditions.
Never
under-conditions.
And it's oil-free. Your
hair always gets the
perfect conditioning.
So you always get
perfect hair.
FINESSE
Conditioner
SSE
Shampoo
FINESSE

AAFES CONUS EXCHANGE REGIONS

WESTERN OPERATIONS

1. Northwest Area Exchange (NWAX)
2. Central California Area Exchange (CCAX)
3. Southern California Area Exchange (SCAX)
4. Arizona Area Exchange (ARAX)
5. Rocky Mountain Area Exchange (RMAX)
6. Alaska Area Exchange (AKAX)

CENTRAL OPERATIONS

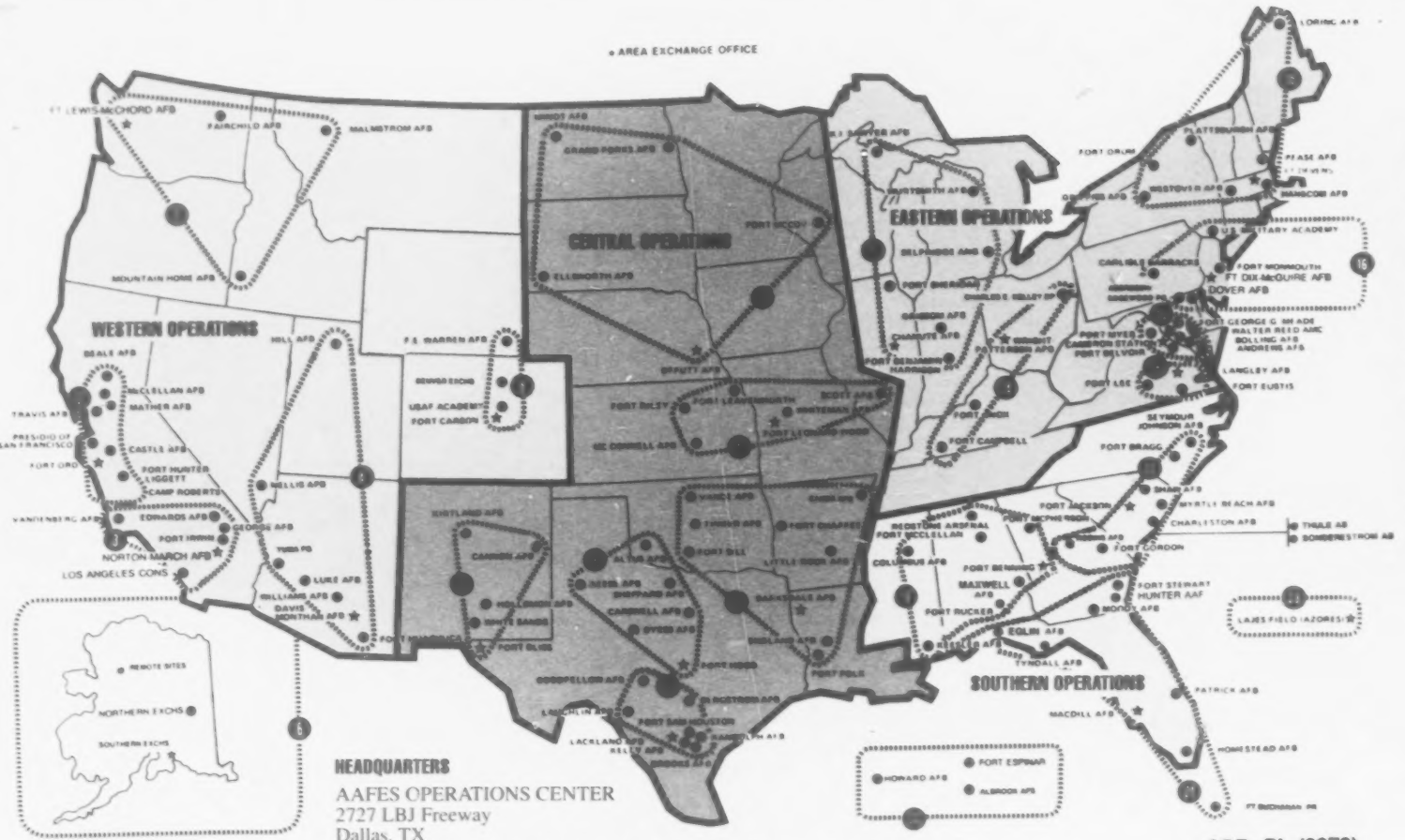
7. Southwest Area Exchange (SWAX)
8. Central Texas Area Exchange (CTAX)
9. South Texas Area Exchange (STAX)
10. Red River Area Exchange (RRAX)
11. Central Area Exchange (CEAX)
12. North Central Area Exchange (NOAX)

EASTERN OPERATIONS

** 13. Great Lakes Area Exchange (GLAX)
14. Midwest Area Exchange (MWAX)
15. New England Area Exchange (NEAX)
16. Mid-Atlantic Area Exchange (MAAX)
17. Washington Area Exchange (DCAX)
18. Tidewater Area Exchange (TDAX)

SOUTHERN OPERATIONS

19. West Georgia Area Exchange (WGAX)
20. Piedmont Area Exchange (PIAX)
21. Florida Area Exchange (FLAX)
22. Panama Area Exchange (PAAX)
23. Azores Area Exchange (AZAX)



HEADQUARTERS

AAFES OPERATIONS CENTER
2727 LBJ Freeway
Dallas, TX

**The Great Lakes Area Exchange will be deactivated on October 23, 1990. All exchanges under the GLAX area will be realigned. Selfridge Air National Guard Exchange and K. I. Sawyer Exchange will be aligned under the Tidewater Area Exchange. Grissom AFB Exchange, Fort Benjamin Harrison Exchange, Chanute AFB Exchange and Fort Sheridan will be aligned under the Midwest Area Exchange.

OPR: PL (2373)

Purchasing Agent
Theresa Vinson
Customer Appliances and Equip. Repair Parts/US Source Concession Supplies

Supervisory Contract Specialist
Eddie Trevino
Warehouse Equip./MHE/Organic Vehicles/Kiosks/Mobiles

Contract Specialist
Patrick Hilz
Vehicles/MHE/Wraps/Compactors/Mobiles

Purchasing Agent
Sue Pool/Lawanna Dulaney
Tools/Auto Parts/Manuals/Lubricants/Gas Dispensers

Supervisory Contract Specialist
Don Briehaupt
(214) 780-2[illegible]
Expendable Supplies

Contract Specialist
Pat Adkins
Disp. Cutlery/Cardboard Boxes/Circles/Cash Register Tape/Paper Rolls/Gift Boxes/Pricing Labels, Senso Labels, String Tags

HQ AAFES Marketing Directorate

Director
Aubrey Rembold
(214) 780-3351

Deputy Director
Joel Sontag
(214) 780-3351

Catalog Sales Division (MK-C)
Chief
Tom Papst
(214) 780-3333

Store Planning Division (MK-P)
Chief
Phil Roach
(214) 780-2651

Research and Analysis Division (MK-R)
Chief
Jim Scott
(214) 780-3774

Food Division (MK-7)
Chief
Philip Latos
(214) 780-2661

Burger King Branch
Chief
Don Williamson
(214) 780-3423

Operations Division (MK-O)
Chief
James Winters
(214) 780-2259

Motion Picture Section (MK-O/S)
Chief
Tony Scanipico
(214) 780-2845

Retail Branch (MK-O/R)
Chief
Kurt Newman
(214) 780-3393

Services Branch (MK-O/S)
Chief
James Baker
(214) 780-3453

Automotive Branch (MK-O/A)
Chief
Tom Gallagher
(214) 780-6461

Sales Promotion Division (MK-S)
Chief
Travis Towns
(214) 780-2653

CONUS Operations & Area Exchanges General Managers

Central Operations
2727 LBJ Freeway
Dallas, TX 75234-7315

Office of the Chief

Chief
Danny L. McDaniel
(214) 280-7100

Deputy Chief
Harry W. Marshall
(214) 280-7101

CENTRAL TEXAS AREA
Building 213
Fort Hood, TX 76544
General Manager
Kenneth A. Grimes
(817) 532-1090

NORTH CENTRAL AREA
Building 64
General Manager
Philip T. Pelfrey
(402) 291-6302

SOUTH TEXAS AREA
5315 Summit Pkwy.
San Antonio, TX 78228
General Manager
Stephen Fair Val
(512) 647-2940

SOUTHWEST AREA
Building 1178
Biggs Field, TX 79908
General Manager
Dennis Daniel
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Wilbur J. Leach
(318) 741-3262

Western Operations
2727 LBJ Freeway
Dallas, TX 75234-7315

Office of the Chief

Chief
James E. Glisson
(214) 280-7400

Deputy Chief
Al Swingle
(214) 280-7401

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Robert Malinowski
(602) 750-3299

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3364

NORTHWEST AREA
Building 9503
Fort Lewis, WA 98433
General Manager
Ed Fitzgerald
(206) 964-5124

ROCKY MOUNTAIN AREA
Building 85
Pueblo Depot, CO 81001-5000
General Manager
Michael W. Beverly

SOUTHERN CALIFORNIA AREA
Building 85
Norton AFB, CA 92409
General Manager
Frank DiMartino
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 8-550
Elmendorf AFB 99506
General Manager
L. K. Blickenderfer
(907) 753-4113

Eastern Operations
2727 LBJ Freeway
Dallas, TX 75234-7315

Office of the Chief

Chief
Robert Winston
(214) 280-7200

Deputy Chief
Michael Cunningham
(214) 280-7201

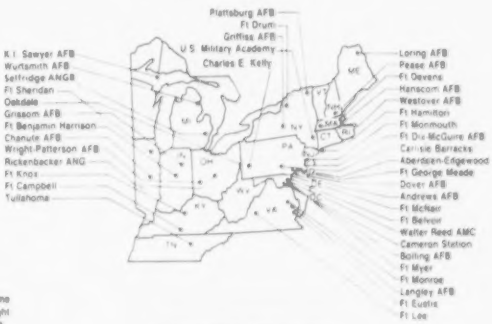
MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Antonio Trevino
(609) 723-6000

CENTRAL OPERATIONS

5315 Summit Pkwy.
San Antonio, TX 78228-1176

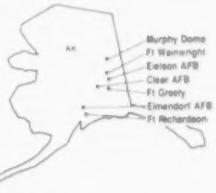
EASTERN OPERATIONS

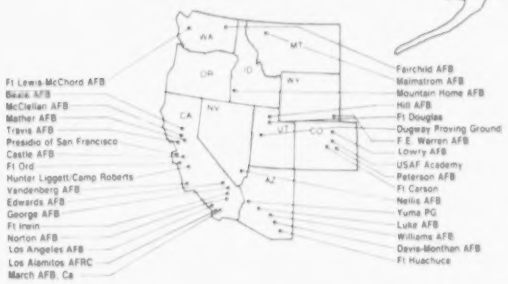
Building 2501 Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111



WESTERN OPERATIONS

P.O. Box 3553
San Francisco, CA 94119-3553





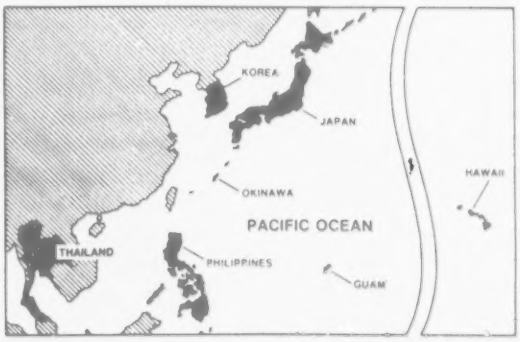
SOUTHERN OPERATIONS

312 Montgomery Street
Montgomery, AL 36104-3496

Offshore Exchanges

Thule AB (Greenland)
Sondrestrom AB (Greenland)
Lajes Field (Azores)
Puerto Rico-Ft Buchanan
Panama

GEOGRAPHY OF AAFES PACIFIC



PHILIPPINES AREA EXCHANGE (PHAX)

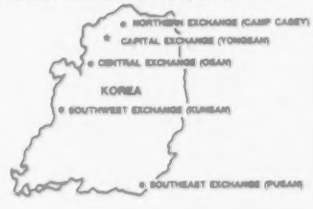
GUAM AREA EXCHANGE (GUAX)

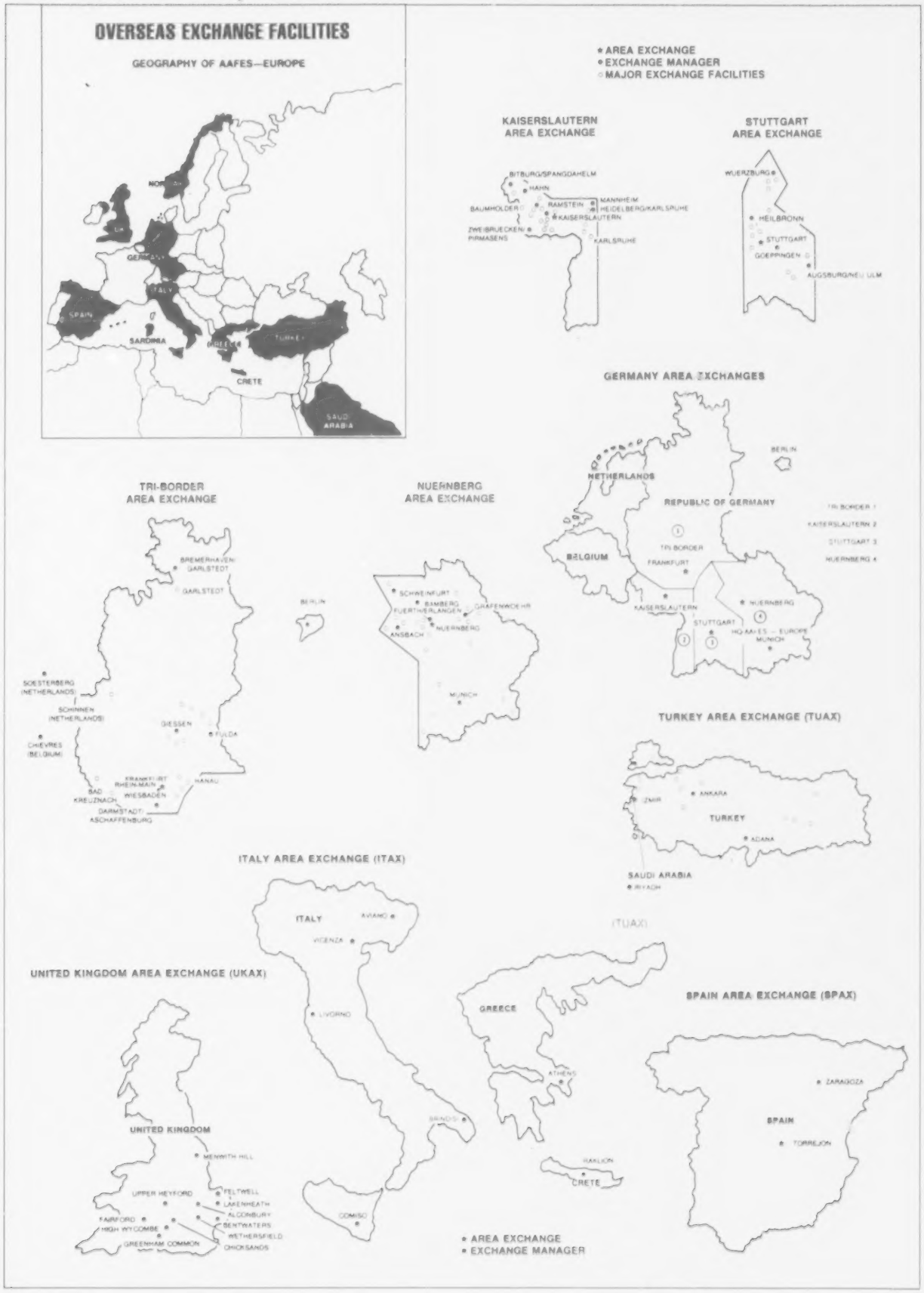
OKINAWA AREA EXCHANGE (OWAX)

JAPAN AREA EXCHANGE (JAAX)

HAWAII AREA EXCHANGE (HAAX)

KOREA AREA EXCHANGE (KOAX)




OVERSEAS EXCHANGE FACILITIES
GEOGRAPHY OF AAFES—EUROPE
NORWAY
GERMANY
ITALY
SPAIN
SARDINIA
GREECE
TURKEY
CRETE
SAUDI ARABIA
★ AREA EXCHANGE
• EXCHANGE MANAGER
○ MAJOR EXCHANGE FACILITIES
KAISERSLAUTERN AREA EXCHANGE
BITBURG/SPANGDAHELM
HAHN
BAUMHOLDER
RAMSTEIN
MANNHEIM
HEIDELBERG/KARLSRUHE
KAISERSLAUTERN
ZWEIBRUECKEN/PIRMASENS
KARLSRUHE
STUTTGART AREA EXCHANGE
WUERZBURG
HEILBRONN
STUTTGART
GOEPPINGEN
AUGSBURG/NEU ULM
GERMANY AREA EXCHANGES
BERLIN
NETHERLANDS
REPUBLIC OF GERMANY
TRI-BORDER 1
KAISERSLAUTERN 2
STUTTGART 3
NUERNBERG 4
BELGIUM
TRI-BORDER
FRANKFURT
KAISERSLAUTERN
NUERNBERG
STUTTGART
HQ AAFES – EUROPE
MUNICH
TRI-BORDER AREA EXCHANGE
BREMERHAVEN/GARLSTEDT
GARLSTEDT
BERLIN
SOESTERBERG (NETHERLANDS)
SCHINNEN (NETHERLANDS)
GIESSEN
FULDA
CHIEVRES (BELGIUM)
FRANKFURT RHEIN-MAIN
HANAU
BAD KREUZNACH
WIESBADEN
DARMSTADT/ASCHAFFENBURG
NUERNBERG AREA EXCHANGE
SCHWEINFURT
BAMBERG
FUERTH/ERLANGEN
GRAFENWOEHR
ANSBACH
NUERNBERG
MUNICH
TURKEY AREA EXCHANGE (TUAX)
IZMIR
ANKARA
TURKEY
ADANA
SAUDI ARABIA
RIYADH
ITALY AREA EXCHANGE (ITAX)
ITALY
AVIANO
VICENZA
LIVORNO
BRINDISI
COMISO
(TUAX)
GREECE
ATHENS
HERAKLION
CRETE
UNITED KINGDOM AREA EXCHANGE (UKAX)
UNITED KINGDOM
MENWITH HILL
UPPER HEYFORD
FELTWELL
LAKENHEATH
ALCONBURY
FAIRFORD
HIGH WYCOMBE
BENTWATERS
WETHERSFIELD
GREENHAM COMMON
CHICKSANDS
SPAIN AREA EXCHANGE (SPAX)
ZARAGOZA
SPAIN
TORREJON
★ AREA EXCHANGE
• EXCHANGE MANAGER

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Mike Rohrer
(513) 879-2105

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
David Johnson
(617) 772-0429

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
James Gildersleeve
(804) 766-1261

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Clifton G. Seay
(202) 274-7200

Southern Operations

2727 LBJ Freeway
Dallas, TX 75234-7315

Office of the Chief

Chief
R. T. Wulff
(214) 280-7300

Deputy Chief
Charles A. Fox
(214) 280-7301

PIEDMONT AREA
Building 2369
Fort Jackson, SC 29207
General Manager
Clayton Easter
(803) 782-5103

FLORIDA AREA
Building 18
MacDill AFB, FL 33608
General Manager
Ralph Carreon
(813) 840-2143

WEST GEORGIA AREA
Building 2396
Fort Benning, GA 31995
General Manager
Leslie Cohoon
(404) 682-0360

AZORES AREA
Building T800
APO New York 09406-0003
General Manager
Robert Davis
011-351-955-23209

PANAMA AREA
Building 868
Albrook AFS
APO Miami 34009
General Manager
Michael Bixby
(313) 287-3465

AAFES Distribution Headquarters

Office:
Army & Air Force Exchange Service
Building 505
Fort Gillem, GA 30051

Mail:
P.O. Drawer W-W
Forest Park, GA 30051
(404) 363-5000

Chief
Danny B. Sauder
(214) 780-2261

Deputy Chief
Col Norman J. Davis
(214) 780-6382

Chief, Plans, Policies and Programs Division
Thompson R. Foy
(214) 780-2726

Chief, Transportation Division
Lt. Col William C. Dunn
(214) 780-2787

Chief, Distribution Operations Division
John G. Scheufele
(214) 780-2142

AAFES-Europe

Mailing Address:
Headquarters
AAFES-Europe
APO New York 09245-0003

Location:
McGraw Kaserne
Building 7
Tegernseer Landstr. 210
8000 Muenchen 90, FRG
(089) 6220 + Ext.

Commander
BG Thomas W. Robison, USA
x2000

Vice Commander
Col Richard C. Dillenbeck, USAF
x2030

Deputy Commander for Operations
Frank C. Hardt
x2110

Senior Enlisted Advisor
SGM Michel Bolduc, USA
x2090

Public Affairs Office
Chief
LTC Lemuel J. Cato
x8700

Media Relations
Chief
CPT K. Wesley Davis
x8715

Customer Relations
Chief
Ms Carrie Higley-Krowka
x8730

Quality Assurance–Europe

Chief
Robert Rogers
x8408

Quality Assurance Specialist—Technical
Willie Buster
x8408

Quality Assurance Specialist—Inspection
Betty Walden (in Giessen)
x0641-407-0

Retail Division

Director
Roger Dix
x7000

Merchandise Management Section (RD-M)
Chief
Joseph DeRossi
x7010

Softlines Section
Sr. Mdse Manager
Ray Gilliam

Mdse Manager
June Cleveland

Mdse Manager
Pauline McAtee

Asst. Mdse Manager
Kris Kalmar

Hardlines Section

Sr. Mdse Manager
Thomas Froom

Mdse Manager
Martin Boggio

Mdse Manager
Will Nilsson

Mdse Manager
Dennis Grillo

Consumables Section
Sr Mdse Manager
Sonny James

Mdse Manager
Lou Lord

Mdse Manager
Hans Holzhammer

Automotive Parts Section
Mdse Manager
Bill Munn

Mdse Manager
Tayfun Mut

Automotive Branch
Chief
Walt Kania
x4120

Distribution Branch
Chief
Peter Boselie
x6100

Policy & Procedures Branch
Chief
Chuck Lamoreaux
x6000

Contracting Branch
Chief
John Trousdale
x416

Retail Operations Branch
Chief
John Hanson
x4910

Military Clothing Branch
Chief
Dave Lumbley
x7400

Food & Services Division
Director
C. Poffenbarger
x4000

Food Branch
Chief
Richard Sheff
x4365

Burger King Operations
Don Woodhouse

School Feeding Specialist
Guenter Radler
x776

Baskin-Robbins Operations
Nancy Stevens

Services Branch
Chief
William Hall
x4315

Personal Services Specialists
William Hall
Gary Jones
x7100

Vending Branch
Dennis Keating
x4315

AAFES-Europe Area Exchanges & General Managers

TRI-BORDER AREA
APO New York 09757
Location:
Sprendlinger Landstrasse 226
6050 Offenbach/Main
Federal Rep. of Germany
General Manager
Ed von Trotha
Commercial Telephone:
(0611) 8308-242

KAISERSLAUTERN AREA
APO New York 09227
Location:
Postfach 2140 (Muehlstr. 63)
6750 Kaiserslautern
Federal Rep. of Germany
General Manager
Luis Merced
Commercial Telephone:
(0631) 73081 x12

NUERNBERG AREA
APO New York 09696
Location:
Schliessfach 157
8510 Fuerth/Bayern
Federal Rep. of Germany
General Manager
Robert Summerlin
Commercial Telephone:
(0911) 714310

STUTTGART AREA
APO New York 09143
Location:
Burgholzhof, PX Geb. 132
Postfach 50 03 60
7000 Stuttgart 50
Federal Rep of Germany
General Manager
Barry Gordon
Commercial Telephone:
(0711) 812867

ITALY AREA
APO New York 09168
Location:
Casella Postale No. 503
36100 Vicenza, Italy
General Manager
Mark Norman
Commercial Telephone:
(0039-444) 500379

SPAIN AREA
APO New York 09283
Location:
Apartado de Coreos 57
Torrejon de Ardoz
Madrid, Spain
General Manager
Robert Earp
Commercial Telephone:
(0034-1) 6769012

UNITED KINGDOM AREA
APO New York 09129
Location:
RAF Station
Feltwell, Norfolk 1P26 4HL
England
General Manager
Donald Atkinson
Commercial Telephone:
(0044-842) 828444-24

TURKEY AREA
APO New York 09118
Location:
P.K. 519
Izmir, Turkey
General Manager
John Tokar
Commercial Telephone:
(0090-51) 133959

Depots

European Distribution Group
APO New York 09143
Commander (Giessen)
(0641) 42011/42019

European Industrial Activity
APO New York 09227
Commander
(06359) 2061 x36

AAFES-Pacific

Headquarters
AAFES-Pacific
919 Ala Moana Blvd.
Honolulu, HI 96814
Commercial Telephone:
(808) 533-8400

Commander
Col James Donahoe, USAF
(808) 533-8400

Director, Sales/Merchandise Division
Russ Struyk
(808) 533-8380

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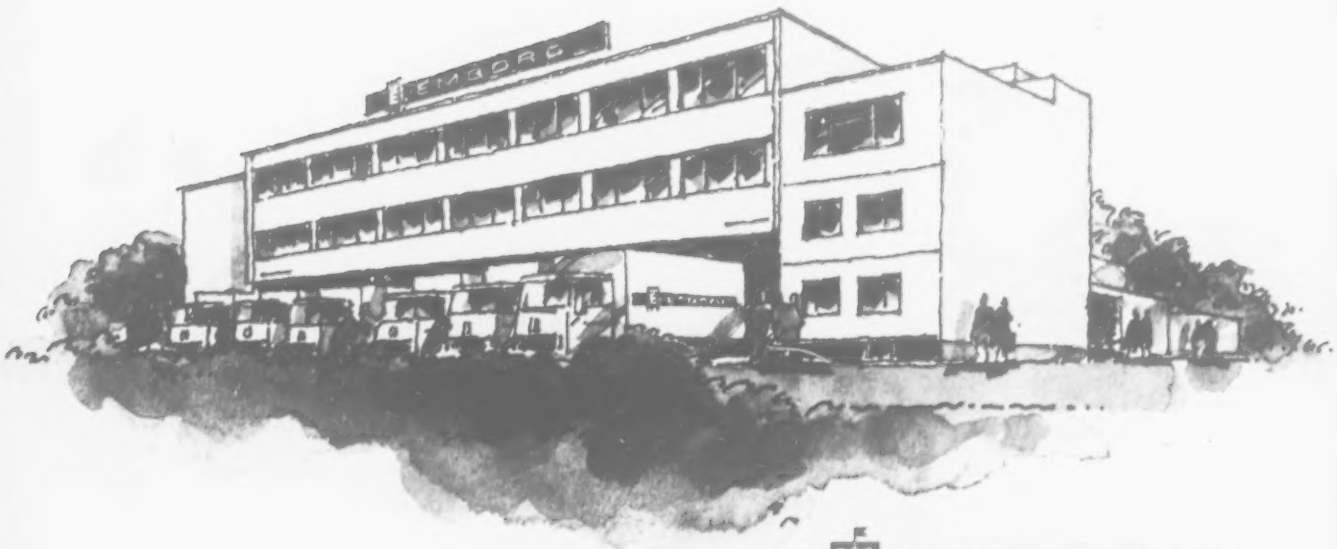
Emborg Foods, a household word to the U. S. military in Europe, has serviced the market continuously since 1948.

Emborg Foods offers duty-free warehouses and a delivery service for dry, refrigerated and frozen goods to virtually every NATO military customer in Europe.

And, as military brokers we also represent a variety of U. S. brand name products, sold not only in the commissaries and AAFES facilities, but also to the clubs and messes.

Calls at clubs, messes, AAFES facilities and commissaries are a part of our daily routine.

Does your product line benefit from that kind of service?



EMBORG

Emborg Foods GmbH
Daimlerstrasse 3
D-6374 Steinbach-Taunus
West Germany

Phone: 49-6171-7008-0
Fax. 49-6171-71318
Telex: 410770

Army and Air Force Exchange Service

Director, Services
Jack Adams
(808) 533-8365

HAWAII AREA
919 Ala Moana Boulevard
Honolulu, HI 96814
General Manager
Ben Davis
(808) 533-8273

OKINAWA AREA
APO San Francisco 96344-3608
Location:
Bldg. 399
Camp Lester
Okinawa, Japan
General Manager
Jeff Ibsen
Commercial Telephone:
Okinawa City 25111
(Ask for 634-0073)

JAPAN AREA
APO San Francisco 96328-0003
Location:
Building 4018
Yokota Air Base
Tokyo, Japan
General Manager
Jack Callaway
Commercial Telephone:
Tokyo 52-2511 x3725

PHILIPPINES AREA
APO San Francisco 96431-0003
Location:
Clark Air Base
Rep. of the Philippines
General Manager
Wayne G. Henry
Commercial Telephone:
4609-412131
(Manila only: 89-41231)

GUAM AREA
APO San Francisco 96351-0005
Location:
Building 21000
Andersen Air Force Base
Guam
General Manager
Wallace A. Mosley
Commercial Telephone:
366-6136

KOREA AREA
APO San Francisco 96301-0003
Location:
Far East District
Engineer Compound
Seoul, Korea
*General Manager**
Harry Scott
Commercial Telephone:
291-6435

Gerber

a veteran in providing for the military family

Gerber provides the total baby foods picture for parents with babies. We offer a single supply source for most of your baby needs as well as a total merchandise program. The Gerber Planogram. Gerber "customizes" each planogram to fit your unique needs and space requirements.

Quality products VPR's and Coupons* New Item Allowances Top Brand Sting

WE'VE ROLLED CIGARETTE PRICES BACK TO 3,600 B.C.

Well, maybe not that far. But Pyramid cigarettes do take prices back. Almost a decade. All without sacrificing one puff of satisfaction. And when you add in a strong consumer demand, lower over-all inventory costs and no "coupon" hassles, you'll find you're not sacrificing your ROI, either!

PYRAMID.

1-800-334-1686

Notice to all retailers: Liggett & Myers Tobacco Company periodically offers promotional advertising, merchandising and display programs on proportionately equal terms to all retailers, regardless of size. For further details, contact your Liggett & Myers representative or write to Liggett & Myers Tobacco Company, P.O. Box 1069, Durham, North Carolina 27702. All offers limited to U.S.A. — 1990 Liggett Group Inc.

1991 SALES PROMOTION SCHEDULE

EVENT WEEK	EVENTS	1990 EVENT DATES
1	New Year's Clear-Out Sale	3–6 Jan
2	Dollar Days (Action Ind.)	Begins 10 Jan
3	Pre-Inventory Sale	17–20 Jan
4	Home Is Where the Heart Is	24–27 Jan
5	We're All Heart	31 Jan–3 Feb
6	Valentine's Day Sale	7–10 Feb
7	President's Day Sale	14–18 Feb
8	Home Sale	21–24 Feb
9	Home Entertainment Sale	28 Feb–3 Mar
10	Do It Yourself Sale	7–10 Mar
11	You're In Luck	14–17 Mar
12	Get Ready For Spring Sale	21–24 Mar
13	Easter Expressions	28–31 Mar
14	Spring Fever Sale	4–7 Apr
15	Baby Your Baby	11–14 Apr
16	Decorative Home Show	18 Apr–1 May
17	Here Comes Summer	25–28 Apr
18	Mom's Special Day	2–12 May
19	Doing It Right	9–12 May
20	Armed Forces Day Sale	16–19 May
21	Memorial Day Sale	23–27 May
22	Movin' On Sale	30 May–2 Jun
23	Dollar Days	6 Jun
24	Dad's Day	10–16 Jun
25	For The Home Sale	20–23 Jun
26	Summer White Sale	27–30 Jun
27	4th of July Sale	4–7 Jul
28	The Living Is Easy	11–14 Jul
29	Back-to-School Sale	18–21 Jul
30	Anniversary Sale	25–28 Jul
31	School Days	1–4 Aug
32	School Bound '91	8–11 Aug
33	August Sale	15–18 Aug
34	End of Summer Sale	22–25 Aug
35	Labor Day Sale	29 Aug–2 Sep
36	Home & White Sale	5–8 Sep
37	Fix It Up Sale	12–15 Sep
38	Focus On Fashions	19–22 Sep
39	Dollar Days	26 Sep
40	Home Entertainment	3–6 Oct
41	Columbus Day Sale	10–14 Oct
42	Color Me Fall	17–20 Oct
43	Pre Holiday Sale	24 Oct–3 Nov
44	Managers' Holiday Specials	1–27 Nov
45	Veteran's Day	7–11 Nov
46	Holiday Wishes Come True	14–17 Nov
47	Holiday Wishes Come True	21–24 Nov
48	Managers' Holiday Specials	29 Nov–24 Dec
49	Holiday Wishes Come True	5–8 Dec
50	Holiday Wishes Come True	12–15 Dec
51	Holiday Wish Gift Ideas	19–22 Dec
52	End of Year Sale	26–29 Dec

AAFES
Retail Department Sales
FY 89
($ in Thousands)

Department/Dept. Code	CONUS		Overseas		Mail Order		Worldwide	
	$	%	$	%	$	%	$	%
Automotive/01	87,991	2.8	50,678	2.4	71	0.2	138,740	2.6
Gasoline/02	291,029	9.3	150,738	7.0	0	0	441,767	8.3
Automotive Labor/03	15,657	0.5	4,999	0.2	0	0	20,656	0.4
Video Rental/04	1,547	0.0	1,786	0.1	0	0	3,333	0.1
Tobacco Products/10	109,820	3.5	38,997	1.8	0	0	148,817	2.8
DPSC Merchandise/19	128,030	4.1	47,318	2.2	0	0	175,348	3.3
Food, Candy & Snacks/20	184,218	5.9	161,772	7.6	61	0.1	346,051	6.5
Wine & Wine Coolers/22	34,611	1.1	19,107	0.9	0	0	53,718	1.0
Beer & Beverages/23	119,187	3.8	53,871	2.5	0	0	173,058	3.2
Distilled Spirits/25	90,976	2.9	43,881	2.0	0	0	134,857	2.5
Carbonated Beverages	33,943	1.1	48,212	2.3	0	0	82,155	1.5
Toiletries/30	158,088	5.0	92,996	4.3	461	1.1	251,545	4.7
Cosmetics & Fragrances/34	103,515	3.3	47,092	2.2	0	0	150,607	2.8
Military Wear/40	62,942	2.0	25,247	1.2	0	0	88,189	1.7
Jewelry/50	28,875	0.9	17,817	0.8	7,011	16.2	53,703	1.0
Watches/51	35,851	1.1	22,157	1.0	66	0.2	58,074	1.1
Precious & Semi-Precious Jewelry/56	48,997	1.6	39,874	1.9	86	0.2	88,957	1.7
Stationery/60	149,564	4.8	68,388	3.2	1,253	2.9	219,205	4.1
Men's Outerwear/70	63,745	2.0	47,074	2.2	275	0.6	111,094	2.1
Men's Furnishings/71	116,512	3.7	62,383	2.9	176	0.4	179,071	3.4
Women's Outerwear/72	97,816	3.1	70,698	3.3	236	0.5	168,750	3.2
Women's Lingerie/73	67,427	2.1	28,239	1.3	395	0.9	96,061	1.8
Boyswear/74	27,553	0.9	19,332	0.9	2	0	46,887	0.9
Girlswear/75	24,483	0.8	19,248	0.9	3	0	43,734	0.8
Infants' & Toddlers' Wear/76	34,297	1.1	24,628	1.1	40	0.1	58,965	1.1
Footwear/77	113,829	3.6	67,367	3.1	851	2.0	182,047	3.4
Linens & Domestics/78	46,279	1.5	31,257	1.5	415	1.0	77,951	1.5
Yardage & Sewing Notions/79	5,713	0.2	11,280	0.5	460	1.1	17,453	0.3
Dinnerware & Flatware/80	11,525	0.4	7,996	0.4	1,411	3.3	20,932	0.4
Kitchenware, Pots & Pans/81	32,660	1.0	20,130	0.9	631	1.5	53,421	1.0
Giftware/82	38,425	1.2	29,822	1.4	4,580	10.6	72,827	1.4
Cleaning Supplies/83	40,829	1.3	23,504	1.1	35	0.1	64,368	1.2
Traffic & Major Appliances/85	62,510	2.0	46,321	2.2	1,410	3.3	110,241	2.1
Furniture & Rugs/86	29,357	0.9	56,974	2.7	1,629	3.8	87,960	1.7
Hardware, Tools, Garden & Pet Supplies/87	76,051	2.4	31,953	1.5	127	0.3	108,131	2.0
Luggage/88	19,114	0.6	9,300	0.4	243	0.6	28,657	0.5
Outdoor Living/89	76,261	2.4	17,143	0.8	44	0.1	93,448	1.8
Sporting Goods & Camping Supplies/91	48,044	1.5	27,944	1.3	1,234	2.9	77,222	1.4
Developed Film/92	13,109	0.4	3,473	0.2	0	0	16,582	0.3
Photographic, Optical and Photo Processing/93	48,167	1.5	37,222	1.7	2,533	5.9	87,992	1.7
Toys & Games/95	61,668	2.0	58,684	2.7	673	1.6	121,025	2.3
Computers and Accessories	41,644	1.3	50,774	2.4	16	0.0	92,434	1.7
Home Entertainment & Musical Instruments/97	207,991	6.6	310,202	14.5	16,633	0	534,826	10.0
Recorded Sound/Video Cassettes/98	52,849	1.7	93,766	4.4	121	0.3	146,736	2.8
TOTAL	**$2,942,699**	**100.0**	**$2,141,644**	**100.0**	**$143,182**	**100.0**	**$5,327,525**	**100.0**

SOME THINGS SHOULD NEVER CHANGE.

UNITED STATES SPORTS ASSOCIATION
USMSA
OFFICIAL SPONSOR

Since 1956, there's been no excuse for dry skin. That's because for over 30 years women have been discovering Eterna's exclusive hydrating complex. How it left their skin looking and feeling healthier. Softer. Lovelier.

That's why—over the years—we wouldn't dream of changing this extraordinary moisturizer one iota. And that's why today—being born with dry skin doesn't mean having to live with it.

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REVLON
UNFORGETTABLE

AAFES
Worldwide Direct Sales By Activity—FY89
($ in Millions)

Retail Activity Description	Sales	% Total
Main Store	$2,856.2	53.61
Branch Retail Store	448.1	8.41
Specialized Retail Store	661.1	12.41
Automotive Sales, Service & Repair	533.5	10.01
Shoppettes	520.0	9.76
Class Six	242.2	4.55
Miscellaneous	66.6	1.25
Total Retail	**$5,327.5**	**100.00**

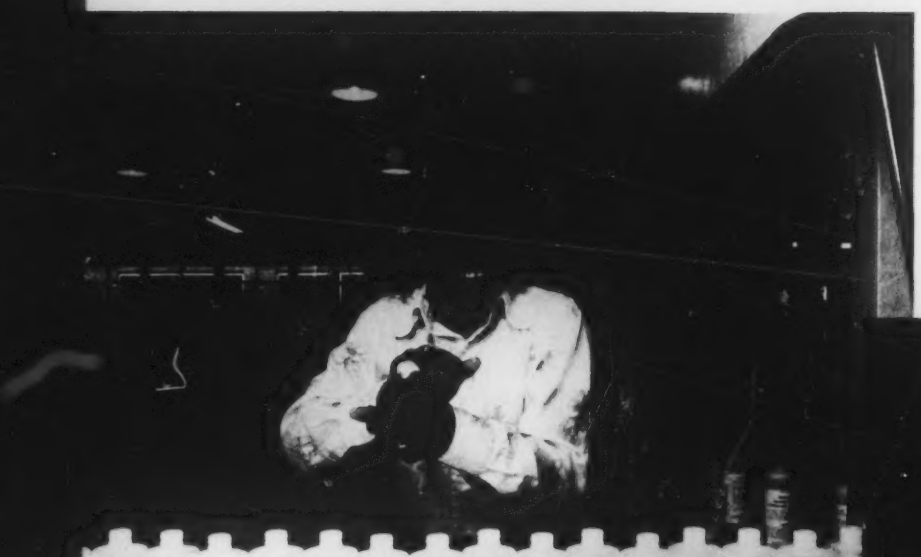
Food Activity Description	Sales	% Total
Cafeteria I	$ 70.0	12.41
Cafeteria II	101.4	17.99
Cafeteria III	120.0	21.30
Food Franchise Operations	181.7	32.23
Mobile Snack Bar	15.7	2.79
School Lunch Feeding Program	15.0	2.66
Snack Stand	19.9	3.53
Delicatessen	14.5	2.58
Ice Cream Store	20.6	3.65
Miscellaneous	4.9	0.87
Total Food	**$563.7**	**100.0**

Vending Activity Description	Sales	% Total
Consumable Products Machines	$136.9	91.25
Nonconsumable Products Machines	0.1	.03
Service Vending Machines	0.1	0.1
Coin Operated Car Wash Service	0.1	0.15
Random Washer & Dryer Machines	0.0	0.00
Launderette Service	4.9	3.25
Jukebox & Wallbox	1.4	.96
Amusement/Game Machines	6.8	4.51
Miscellaneous	(0.4)	(0.26)
Total Vending	**$150.0**	**100.00**

Note: Totals may not add due to rounding

Services Activity Description	Sales	% Total
Automatic Car Wash	$ 0.1	0.08
Bus or Taxi Service	0.3	0.42
Barber Shop (Direct)	0.1	0.21
Barber Shop (Concession)	0.0	0.21
Beauty Shop	0.3	0.46
Custom Tailoring	0.0	0.00
Laundry/Dry-Cleaning Services	0.0	0.06
Alterations (Direct)	0.0	0.00
Alterations (Concession)	0.0	0.00
Shoe Repair Service	0.0	0.00
Appliance Repair	0.2	0.26
Watch Repair Service	0.0	0.00
Optical Service	0.0	0.00
Photo, Portrait, Unit, Photography Portrait Painting & Sketching	0.0	0.00
Flower Shop	0.0	0.00
Rental Service	2.0	3.29
Customer-Owned-Film Processing Service	0.0	0.00
Specialty Services	0.0	0.00
Recreation Type Services	0.0	0.01
Money Order & Travelers' Check Sales	0.0	0.00
Service Pick-Up-Point (Direct)	5.3	8.76
Telegraph Service (Except Floral Service)	0.0	0.00
Tailor-Made/Made-to-Measure Military Uniforms	0.0	0.00
Delivery Services	1.1	1.77
Hunting & Fishing License Sales	0.0	0.00
Domestic Services	0.0	0.00
Sales of Books & Periodicals	0.0	0.00
Motion Picture Theater-Paid Admission	27.8	45.66
Vendor Catalog Sales & Ordering Service (Overseas & Offshore)	0.0	0.00
Mail-A-Gift Service	0.0	0.00
Service Pick-Up-Point (Concession)	23.1	37.87
Miscellaneous Service Activities	0.6	1.05
Total Services	**$60.9**	**100.00**

National Industries for the Blind
Thanks you for your support



SKILCRAFT®
Quality
Blind-Made Products

▲ *Modern technology is a part of every operation at the Lighthouse for the Blind in Houston. A deaf-blind man signs for assistance while operating a bottle capping machine for all purpose cleaners.*

A totally blind man operates pneumatic mop connector press at the Lighthouse for the Blind of the Palm Beaches in Florida. ►

▲ *A blind woman manufactures markers at the San Antonio Association for the Blind.*

Your purchase of SKILCRAFT quality blind-made products creates jobs for blind Americans

National Industries for the Blind 524 Hamburg Turnpike, Wayne, NJ 07474-0969

Army and Air Force Exchange Service

Sales Summary
($ in Millions)
FY 89

Category	Domestic	Overseas	Mail Order	Worldwide
Retail	$3,142.7	$2,141.6	$43.2	$5,327.5
Food	249.2	314.5	0.0	563.7
Services	11.8	49.1	0.0	60.9
Vending	70.4	79.6	0.0	150.0
Subtotal	**3,474.1**	**2,584.8**	**43.2**	**6,102.1**
Concessions	425.9	249.4	0.0	675.3
Total	**$3,900.0**	**$2,834.2**	**$43.2**	**$6,777.4**

Note: Totals may not add due to rounding.

Summary, Domestic Sales by Operations
($ in Millions)

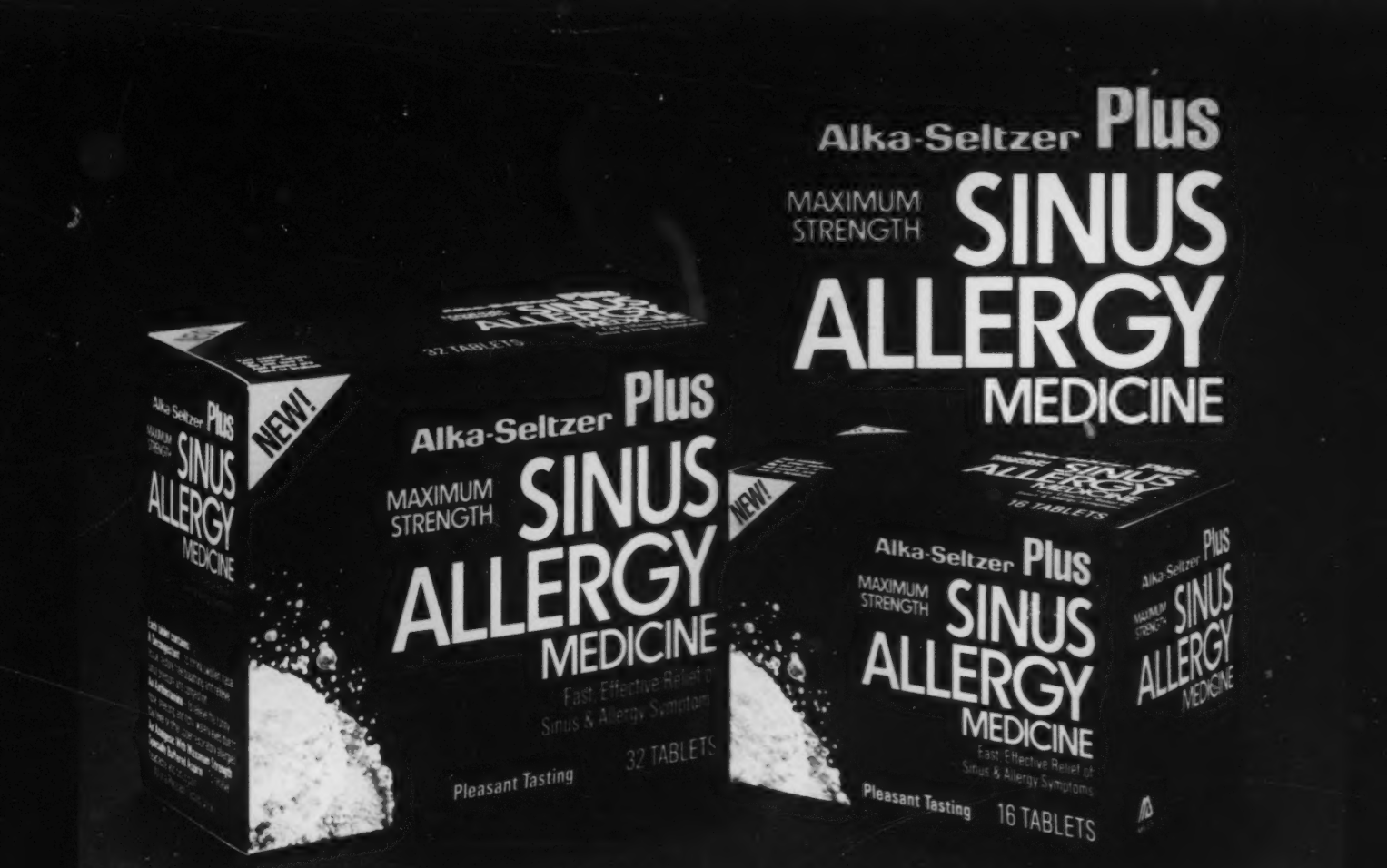
Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	All Activities Net Sales	Concession Sales	Combined Sales
Alamo	$ 783.9	$ 64.0	$ 3.0	$18.7	$ 869.6	$127.0	$ 996.6
Capital	797.0	49.7	2.5	16.6	865.8	106.1	971.9
Golden Gate	788.6	71.5	2.7	14.3	877.1	91.5	968.6
Southeast	773.0	64.0	3.6	20.8	861.4	101.3	962.7
HQ Activities	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Total	**$3,142.7**	**$249.2**	**$11.8**	**$70.4**	**$3,474.1**	**$425.9**	**$3,900.0**

Note: Totals may not add due to rounding.

Summary, Overseas Sales by Exchange Region
($ in Millions)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	All Activities Net Sales	Concession Sales	Combined Sales
AAFES-Europe	$1,520.4	$195.4	$41.6	$54.4	$1,811.8	$135.8	$1,947.6
AAFES-Pacific	621.2	119.1	7.5	25.2	773.0	113.6	886.6
Total	**$2,141.6**	**$314.5**	**$49.1**	**$79.6**	**$2,584.8**	**$249.4**	**$2,834.2**

Note: AAFES sales for FY89 are preliminary and unaudited.



New From Alka-Seltzer Plus® Cold Medicine, A Name Your Patrons Know and Trust

- **The right medicine for effective sinus and allergy relief!**
- **Works fast because it's already dissolved when taken!**
- **Provides sinus and allergy sufferers the same dependable relief cold sufferers get from Alka-Seltzer Plus Cold Medicine!**
- **You know it will work because it's from the makers of Alka-Seltzer Plus and Alka-Seltzer Plus Night-Time Cold Medicine!**

Alka-Seltzer Plus Cold Medicine
Alka-Seltzer Plus Night-Time COLD MEDICINE
Alka-Seltzer Plus SINUS ALLERGY MEDICINE
Plus SINUS ALLERGY MEDICINE

MILES

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Consumer Healthcare Division
Elkhart, IN 46515

REMEMBER THE A LA MODE

Eating right doesn't mean skipping dessert. Top Del Monte® Peaches with a little ice cream. It's a memorable combo.

WE GROW GREAT TASTE

Del Monte Quality

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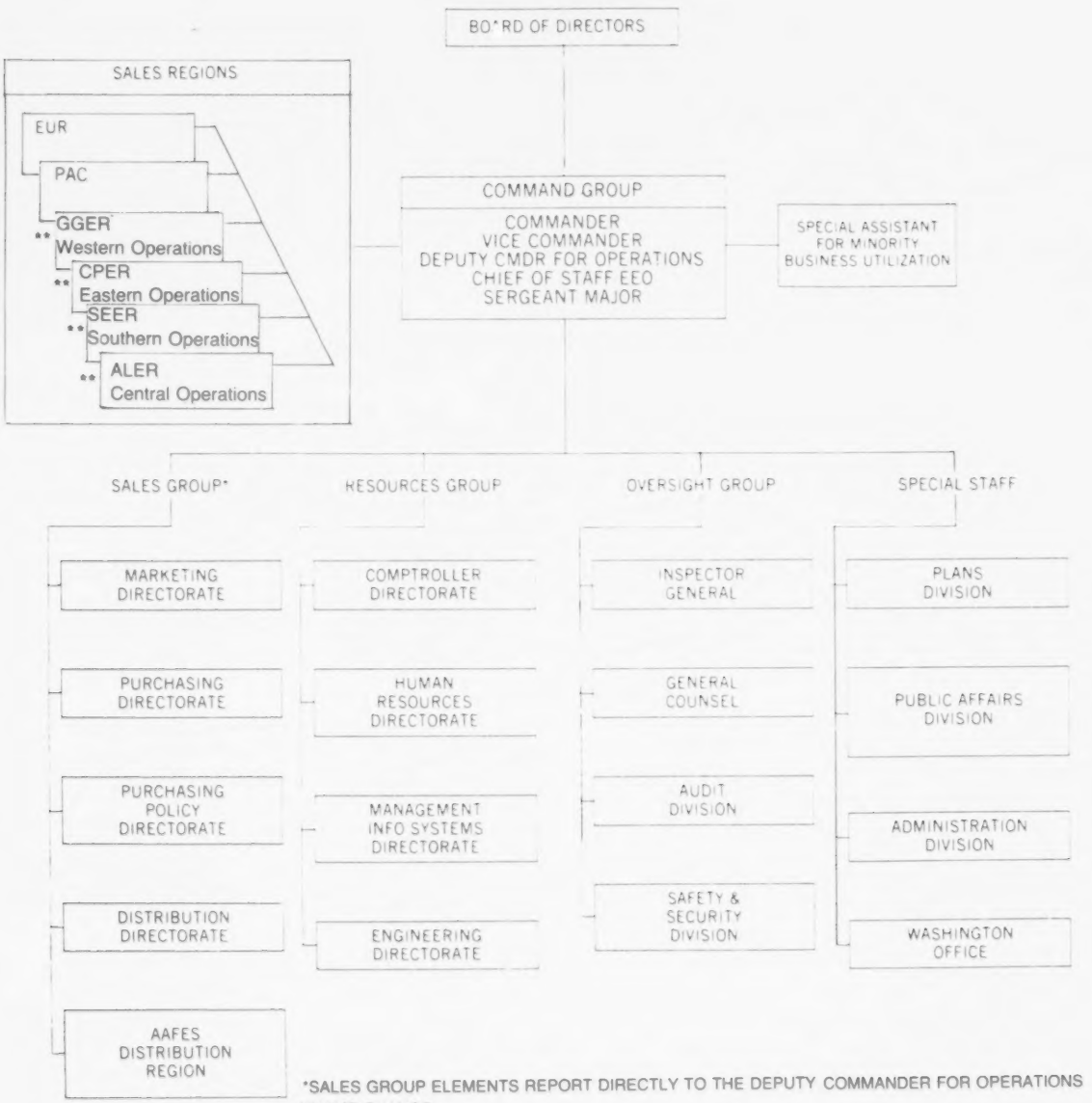
HEADQUARTERS
ARMY AND AIR FORCE EXCHANGE SERVICE
(AAFES)



*SALES GROUP ELEMENTS REPORT DIRECTLY TO THE DEPUTY COMMANDER FOR OPERATIONS
**NAME CHANGE

DEFENSE LOGISTICS AGENCY (DLA)
Cameron Station
Alexandria, VA 22303-6100
Phone: (703) 274-6000
FAX (703) 274-4681

McCausland

Cole

Headquarters Personnel

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Deputy Director
RADM Brady M. Cole, SC, USN
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Deputy Director/Acquisition Management Commander, Defense Contract Management Command
MG Charles R. Henry, USA
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Chief of Staff
COL Ferris J. Hackleman, USAF
(703) 274-6115

Office of Public Affairs

Staff Director
Larry J. Wilson
(703) 274-6135

Office of Congressional Affairs

Staff Director
Gerald C. Flessate
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Office of Policy & Plans

Assistant Director
Roger C. Roy
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Office of Telecommunications & Information Systems

Assistant Director
Thomas J. Knapp
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Office of Comptroller

Comptroller
Richard J. Connelly
(703) 274-6201

Office of Counsel

General Counsel
Karl W. Kabeiseman
(703) 274-6156

Office of Contracting Integrity

Staff Director
Janet Cook
(703) 274-6052

Office of Command Security

Staff Director
COL Harlan J. Lenius, USA
(703) 274-6066

Office of Installation Services & Environmental Protection

Staff Director
COL William R. Andrews, USA
(703) 274-6355

Office of Administration

Staff Director
COL Gary C. Tucker, USA
(703) 274-6003

Office of Civilian Personnel

Staff Director
Anthony W. Hudson
(703) 274-6025

Office of Military Personnel

Staff Director
COL Lloyd McCoin, Jr., USAF
(703) 274-6137

Office of Small & Disadvantaged Business Utilization

Staff Director
Ray W. Dellas
(703) 274-6471

Directorate of Supply Operations

Executive Director
RADM J. P. Davidson, SC, USN
(703) 274-6101

Director of Contracting

Executive Director
Ray F. Chiesa
(703) 274-6401

Directorate of Technical & Logistics Services

Executive Director
Henry A. Filippi
(703) 274-6771

Directorate of Contract Management

Executive Director
William V. Gordon
(703) 274-7093

Directorate of Quality Assurance

Executive Director
BG Ray E. McCoy, USA
(703) 274-7754

Directorate of Stockpile Management

Executive Director
Vacant
(703) 535-8288

Directorate of Program & Technical Support

Executive Director
RADM Donald E. Hickman, SC, USN
(703) 274-7132

DLA's Mission And Purpose

The Defense Logistics Agency (DLA) provides logistics support to the military services from the pre-design stage to the time equipment and supplies leave the military system. DLA [illegible],000 military and civilian personnel carry out the agency's worldwide logistics mission through a network of supply centers, service centers, depots, contract management offices and property disposal offices. The agency is jointly staffed by personnel of all the Military Services. It is headquartered at Cameron Station in Alexandria, Virginia.

DLA has three primary responsibilities: supply support, contract administration and technical and logistics services.

The agency manages most of the consumable items used by all the military services. More than 1.3 million contracting actions were processed last year for items ranging from clothing and microchips to photographic film and construction equipment. The agency distributes the items it manages through its own depots and those of the military services. It is currently involved with the services in a process of depot consolidation.

DLA is the source of supply for more than 900,000 items used in 1,000 weapon systems. These include parts for the army's AH-64 Apache helicopter, the Navy's MK-48 torpedo and the Air Force's B-1 bomber. Weapon-related items are given intensive management to ensure ready availability.

More than 40% of DLA's resources are involved in administering contracts after they have been awarded by the Military Services and other federal agencies. DLA's Defense Contract Management Command (DCMC) was established in February 1990, consolidating contract administration functions of the military services and DLA into a single organization. DCMC manages some 500,000 contracts with a face value of $750 billion and an unliquidated value estimated at $250 billion. Many of these contracts are for the nation's major weapon systems, including the M-1 Abrams tank and Hawk missile. DCMC personnel monitor contractors' production, assure the quality of materiel before accepting it for the government, and ensure timely and economic delivery. They provide a variety of other services, including the negotiation of price-adjustment claims and

reviews of contractors' purchasing, insurance and pension systems.

The third mission area of the agency is to provide technical and logistics services to the armed forces.

The largest operation in this mission area is the Defense Reutilization and Marketing Service. Through its worldwide network of offices, it manages the reutilization of materiel excess to the needs of the Military Services and the disposal of surplus equipment and supplies.

The agency's Defense Logistics Services Center is responsible for the world's largest logistical data management operation: the Federal Catalog System. The Center processes descriptive and technical information on almost six million military supply items that range from nuts and bolts to space vehicles. This information is used for the procurement, shipping, storage, use and disposal of supplies. Although one of the largest data bases in the Federal government, data can be located by distant military users in a matter of seconds via on-line terminals.

DLA's Defense Technical Information Center collects and disseminates scientific and technical reports generated by Defense-sponsored research, stores these documents in microform, and creates machine-readable records holding abstracts and other descriptive bibliographic information. Qualified users of these services can access DTIC's data banks by remote terminals.

The agency also manages the Defense Department's inventory of heavy industrial equipment. These machines are used by military activities and defense contractors to produce, maintain, and test weapon systems and other equipment essential to the national defense. Currently, there are some 130,000 pieces of equipment in the inventory.

In 1988 DLA was assigned responsibility for the National Defense Stockpile, the national reserve of strategic materials stored for use in the event of war or other emergency.

DLA Primary Level Field Activities

Major Supply Depots

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H. T. Flint

Public Affairs Officer
Forrest Flewellen

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Deputy Commander
CAPT Gene F. Ott, SC, USN

Public Affairs Officer
Patrick J. Bettinger

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Col Eric Zimmerman, USAF

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Deputy Commander
COL Jerry L. Harville, USA

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Capt Harvey L. Kennedy, SC, USN

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George L. Dunn

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CAPT C. D. Correll, SC, USN

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COL Guy C. Champlin, USA

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Col Charles Richardson, USMC

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Commander
COL Joe C. Creel, USA

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COL James W. LaBounty, USA

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Doug Imberi

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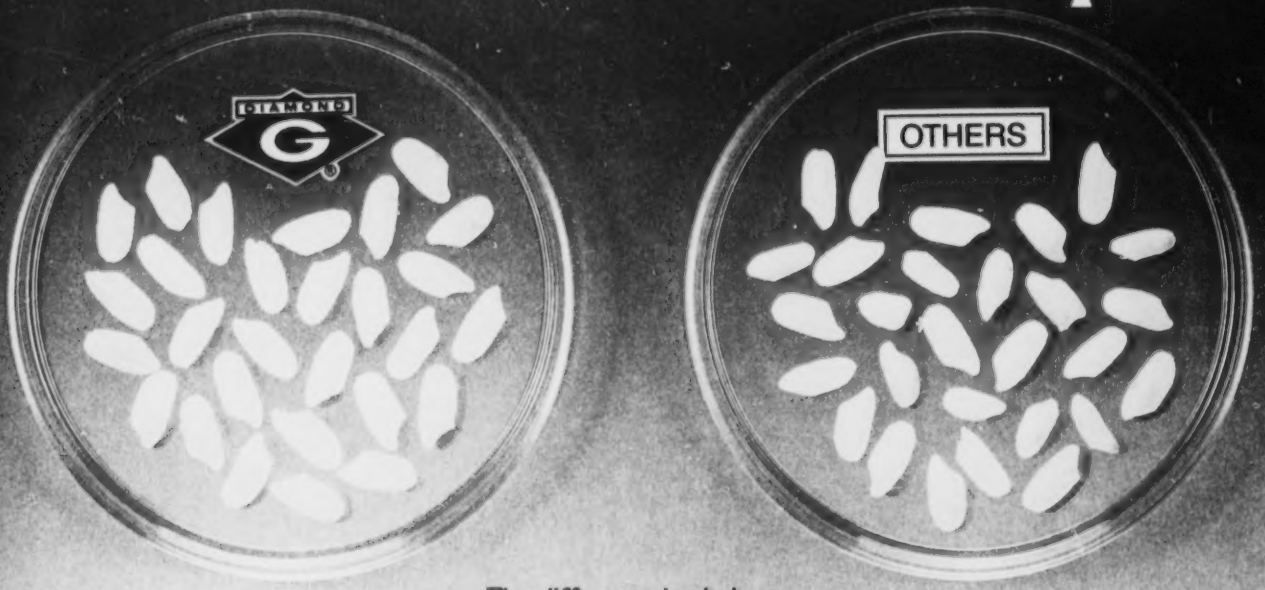

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Administrator
Mike Wilson

Deputy Administrator
B. Marko

Defense National Stockpile Center
1745 Jefferson Davis Highway
Crystal Square Bldg. 4, Suite 100
Arlington, VA 22202
(703) 746-7350

Administrator
Vacant

Deputy Administrator
R. M. O'Brien

SUMMARY OF THE DPSC INVOICE PAYMENT SYSTEM

DPSC utilizes a real-time database main frame system (DISMS) which integrates contracting, supply, cataloging and financial data to pay invoices. Invoices are entered into the system and assigned a unique number for control purposes. Invoice data is validated against the system's contract file, established by procurement to assure compatibility and then each invoice line is checked against system data. The system ascertains for each line the proper payment, evaluating receipts, unit price etc.. Each line is reviewed against the catalog to determine the proper Prompt Payment date for the item, taking into consideration cash management policy. When the Prompt Payment date is reached for the item the check is printed and a voucher is produced. The voucher indicates each line being paid in detail stating discrepancies if any.

DEFENSE PERSONNEL SUPPORT CENTER

DPSC - Belinda Redfearn		**Main Contact: (215) 737-2785**
Company Name		
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B-L	Valerie Powell	(215) 737-2777
P	Russell Coles	(215) 737-2781
M-T	John Britt	(215) 737-2765
Q-K	Carmen Crawford	(215) 737-2722
G-H	Cherry Summers	(215) 737-2777
R-U-W-X-Y-Z	Charles Jackson	(215) 737-2722
F-D	Neice Segar	(215) 737-2722
A-C	Donna Puchon	(215) 737-2777
S	James Lynn	(215) 737-2781
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FAX: (215) 737-2910

ABOUT THE DEFENSE PERSONNEL SUPPORT CENTER

Employees of the Defense Personnel Support Center (DPSC) in Philadelphia annually spend approximately $3.5 billion buying top quality food, clothing and textile items, medicines and medical supplies for America's fighting forces and their eligible dependents worldwide. Team DPSC also buys for other agencies including NASA, the Coast Guard, veteran administration hospitals and various federal prisons.

The Subsistence directorate takes extreme pride in supporting the operational readiness of our combat forces during peacetime and during periods of conflict including America's contingency operations in Panama and the Middle East. This directorate's 1530 employees worldwide buys nearly $2 billion worth of fresh, dehydrated, freeze-dried, frozen, and canned food for use in Service dining halls and field units, and about $2.6 billion worth of food for resale in more than 300 military commissaries worldwide.

The Subsistence directorate also spends more than $170 million annually on operational rations such as the meal ready-to-eat, tray pack and cold weather food rations.

To make sure this food reaches customers on a timely basis, the primary wholesale subsistence operation in Philadelphia is augmented by food-buying regions in Alameda, Calif., and Zweibruecken, West Germany.

The Defense Subsistence Regions (DSRs) have responsibility for buying, storage, quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 27 defense subsistence office (DSO) food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five are controlled by DSR-Pacific and five offices by DSR-Europe. The DSOs are responsible for daily buying and shipping of fresh fruit and vegetable items and in some cases, monitoring cold storage contracts for chill and freeze items. Full carlot quantities of produce is generally bought by Subsistence employees located in the field growing areas back in the U.S. and throughout Europe.

DPSC also manages and operates four food storage facilities. The Defense Subsistence Storage Facility in Bayonne, N.J., handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The facilities in Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable products.

SUBSISTENCE FIELD ACTIVITIES

CONUS
DSO = DEFENSE SUBSISTENCE OFFICE

DSO & Storage Facility **Bayonne**
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002-5301

Chief
MAJ Jody Sherrill, USA
Autovon: 247-7446
Comm: (201) 823-5592

DSO **Birmingham**
c/o United Refrigerated Svc. Inc.
700 W. 25th St.
Birmingham, AL 35204

Chief
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 731-1522

DSO **Boston**
1033 Turnpike St.
Stoughton, MA 02072

Chief
Larry Gartleman
Autovon: 955-2710/2737
Comm: (617) 923-1990

DSO **Cheatham**
NSC Cheatham Annex, B-113
Williamsburg, VA 23187-8792

Chief
CDR Arthur Bosco, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO **Chicago**
300 South Wacker Drive, Rm 590
Chicago, IL 60606-6607

Chief
William Murray
Autovon: 930-2400
Comm: (312) 886-8877

DSO **Columbia**
Strom Thurmond Fed. Bldg., Room 865-B
1835 Assembly Street
Columbia, SC 29201-2482

Chief
Curtis Lake
Autovon: 697-6555
Comm: (803) 253-3530

DSO **Denver**
c/o Merchant Refrigeration Co.
5120 Race Court
Denver, CO 80216-2135

Chief
Russell Brooks
Autovon: 943-7025
Comm: (303) 294-7025

DSO **El Paso**
6930 Market Street
El Paso, TX 79915-1112

Chief
Cloyd Conley
Autovon: 888-3372
Comm: (915) 772-2763

DSO **Fort Worth**
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Fort Worth, TX 76106-8302

Chief
James Rachel
Autovon: 940-1281
Comm: (817) 625-8986

DSO **Jacksonville**
1429 W. 16th Street
Jacksonville, FL 32209-4903

Chief
Jim Madden
Autovon: 697-5237
Comm: (904) 354-6689

DSO **Kansas City**
415 E. 3rd Street, Rm 14
Kansas City, MO 64106-2895

Chief
Claudette Rhinerson
Autovon: 463-2431
Comm: (816) 374-5180

DSO **Landover**
1811 Cabin Beach Drive
Landover, MD 20785-3822

Chief
David Thayer
Autovon: 296-1997
Comm: (202) 436-1997

DSO **Nashville**
921 3rd Avenue North
Nashville, TN 37201-1022

Chief
(Vacant)
Autovon: 697-6557
Comm: (615) 736-5487

DSO **New Orleans**
c/o New Orleans Cold Stge Warehouse
Company, LTD. Nashville Avenue Wharf
New Orleans, LA 70115

Chief
Joseph Montague
Autovon: 363-1133
Comm: (504) 948-1133

DSO **Philadelphia**
c/o T Warehouse Corp
3600 South Darien Street
Philadelphia, PA 19148-5395

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Jeffrey Halperin
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DSO **San Antonio**
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San Antonio, TX 78219-2401

Chief
Vance Gilbreath
Autovon: 940-1297
Comm: (512) 226-7373

DSO **Tampa**
Seaboard Cold Storage
5601 Anderson Road
Tampa, FL 33619-3213

Chief
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Federal Building, Room 423
80 Hughey Street
Orlando, FL 32801-2226

Procurement Officer
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FAX: 011-49-6332-87-5344
Zweibruecken 2281-5330

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2281-5305

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2281-5337

Supply Operations Division

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DEFENSE PERSONNEL SUPPORT CENTER (DPSC)

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2281-5370

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Contracting Officer Produce Branch
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CPT(P) Edward Visker, USA
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Bremerhave

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Felixstowe (UK)
Chief
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DEFENSE SUBSISTENCE REGION PACIFIC

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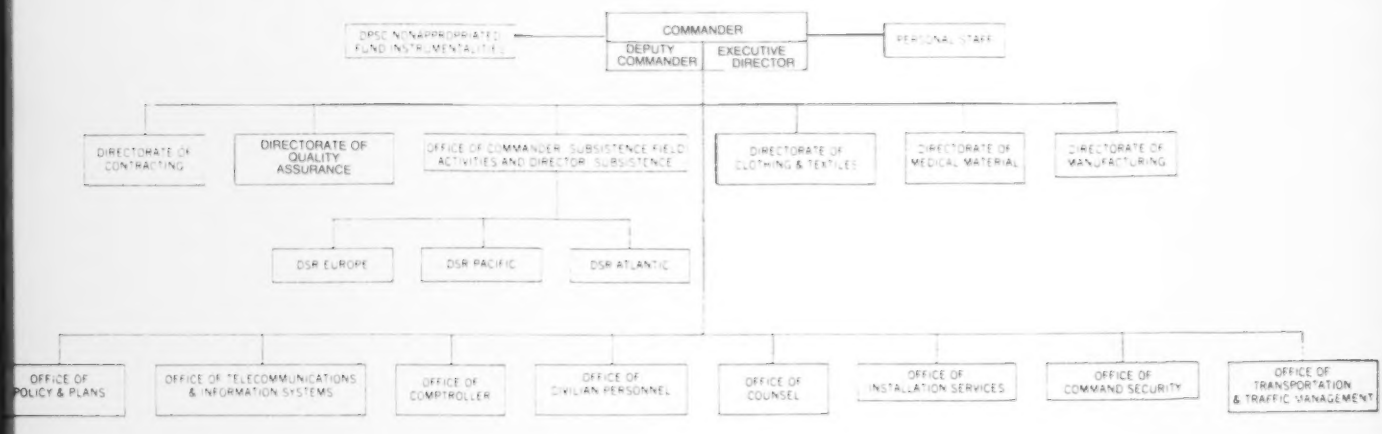

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NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)

Naval Station New York/Staten Island, NY 10305-5097
Phone: (718) 390-3700
FAX: (718) 273-4155

RADM Weatherson

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Vice Commander
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Executive Director
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Command Master Chief
SHCM Manuel Cruz, USN
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Deputy Equal Employment Opportunity Officer
Harry J. Morrison
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Director, Treasury Division
Edmund Dahl
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Director, Naval Uniform Division
Becky Adkins
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Director, Ships Stores Division
Louis J. Caputo
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Navy Lodge Program
Vacant
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Office of Command Support (PLG1)
Director
Richard Mackiewicz
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Data Processing Division (PLG 22)
CDR Jeff Cizek, SC, USN
(718) 390-3718

Buying Procedures

Exchanges

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or certain independent resale activities. Exchanges also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent resale activities. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent resale activities.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO level. Responsibility for controlling and ini-

tiating purchases for an independent resale activity and any branch stores under its control rests with the Officer in Charge (OIC) of the Navy Resale Activity. Purchases are based on customer demand for authorized items.

Any individual or firm may contact an independent Resale Officer in Charge or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the OIC for consideration.

At the FSO Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for these exchanges. The activity is identified as a field support office (FSO).

Procurement support has also been extended to a number of overseas exchanges by the FSOs as well.

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager at the FSO to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called Price Agreement Bulletins and Seasonal Merchandise Voces.

Price Agreement Bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, or independent OICs are authorized to place orders directly with the manufacturers for products listed on NAVRESSO bulletins.

In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price Agreement Bulletins and VOX listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that the prices quoted, including consideration of any discount rebate arrangements and other terms and conditions, do not exceed prices charged the offeror's most favored customer for like items in similar quantities under comparable conditions pursuant to agreements made to other customers during the same time frame.

Manufacturers desiring to be listed on a bulletin or VOX should submit information to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer.

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise.

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Equipment Supplies Used by Exchanges

All Navy exchange equipment is purchased by NAVRESSO. Equipment may be generally characterized as any item or fixture required for exchange operations having a unit cost of $1,000 or more.

Navy exchanges are not authorized to make local purchases for equipment, except for emergency requirements with NAVRESSO approval.

Purchasing of equipment is normally effected through contracts with prime manufacturing sources, or their representatives, based on the lowest cost quoted in accordance with standard specifications and specific operational and delivery requirements.

Operating supplies are normally purchased at the FSO or independent Resale Activity level. However, items which are in recurring demand, such as printed forms, retail store sign holders, paper bags, price tickets, etc., are purchased under contract through competitive negotiations with prime sources by NAVRESSO or the FSO.

Concessionaire and Service Contracts

Navy exchanges offer a number of services that are suitable for local regional contracting such as income tax preparation service, vending machine operations, auto rental, photo processing, laundry/dry cleaning, fast food outlets, barber or beauty shop operations. Information concerning these types of contracts may be obtained from the Field Support Offices, an independent Resale Activity or upon inquiry to NAVRESSO's Contracts Group.

Buying Procedures

Commissaries

Most Navy commissaries are grouped together in geographic areas. Purchasing for commissaries is administered by NAVRESSO Field Support Offices or a Navy Resale Activity based on customer demand, price and quality.

The majority of resale products purchased by Navy commissaries are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, Commanding Officers of NAVRESSO Field Support Offices or Officers in Charge (OIC) have limited authority to

make local purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide recommendations for purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Commissary Operations Group at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code COG.

Buying Procedures

MSC Exchanges

In dealing with Military Sealift Command (MSC) exchanges, the same procedure is followed as that for Navy Resale Activities.

Merchandise buying is accomplished through two MSC acquisitions centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures

Ships Stores Afloat

Navy personnel serving aboard ship purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

At Ships Store Level

The Ship's Supply Officer or an appointed Ships Store Officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listings of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Contract Bulletins

Solicitations are issued and awards are made for fixed price, indefinite quantity contracts for popular, basic items of authorized stock by the Navy Resale and Services Support Office. Awards are consolidated into contract bulletins that are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

Ships Stores Afloat Catalog

The Ships Stores Afloat Catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the Ships Stores Afloat Catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in Contract Bulletins or the Ships Stores Afloat Catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO, attn: Ships Stores Division.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a nine-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The supplier will be required to meet the quantities and delivery date specified in the purchase order. There are currently two procedures for paying dealer's bills for merchandise ordered by Ships Stores Afloat. One method is using the "Fast Pay" procedure. Under "Fast Pay," dealers submit their invoices directly to the paying activity with the original purchase order and proof of shipment/delivery documents. The other procedure is for the dealer to submit an original and three copies of the invoice to the ordering ships, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the nine-month period, suppliers will be asked to submit copies of processed ships purchase orders for the items to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crews' acceptance of the product.

The item may be considered for addition to the Contract Bulletin or the Ships Stores Afloat Catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Business Code of Ethics

The Navy Resale System purchases products and services on the basis of product merit and fair competition. The Navy Resale System business code of ethics is also policy for all employees of the system. Organizations that enjoy a business relationship with Navy exchanges, commissaries, ships stores, field support offices, resale activities or the headquarters office are expected to abide by the code of ethics of the Navy Resale System.

Standards of conduct for personnel of the Navy prohibit all personnel, military or civilian, from accepting, soliciting or agreeing to accept, directly or indirectly, any gift or gratuity from any person or organization doing business or desiring to do business with the Navy Resale System. Policy further directs Navy personnel to avoid even the appearance that business is being conducted at other than "arms length" with a supplier.

Anyone who believes or has knowledge that the business code of ethics is not being followed or that fraud, waste or abuse is taking place at any activity of the Navy Resale System may report their concerns on a special fraud, waste and abuse hot line (800-221-6330). This toll free line is available 24 hours a day and any reports will be promptly investigated. Confidentiality is assured.

Contacting NAVRESSO

The Navy Resale and Services Support Office maintains an open door policy in meeting with all potential and actual vendors and suppliers. Sales personnel are invited to call upon retail and services buyers and specialists at NAVRESSO during the hours of 8:30 a.m. to 11 a.m. on Mondays, Wednesdays and Fridays, or by appointment. Commissary vendors are seen by appointment only; Monday through Friday.

Navy Resale and Services Support Office

Small Business Office

The Navy Resale and Services Support Office maintains a Small and Disadvantaged Business Utilization Office that provides information and guidance to small and minority businesses about how to go about doing business with the Navy Resale System. The NAVRESSO small business specialist can be contacted at 718-390-3933.

Commissary Operations Group
Commissary Store Division

Deputy Commander
Anthony Degaetano
(718) 390-3711

Assistant Deputy Commander
Vacant
(718) 390-3712

Operations Branch (COG1)
Manager
Lyle Thomas
(718) 390-3717

Commissary Operations Supervisor
Linda Lewis
(718) 390-3713

Computer System Analysts
Gene Jackson
(718) 390-3935

Al Brett
(718) 390-3935

Commissary Management Specialists
Ardie Wickers
(718) 390-3714

John Mahoney
(718) 390-3713

Charlyne Kelly
(718) 390-3714

Commissary Systems Analysts
Rick Thomas
(718) 390-3714

Bill Wolfe
(718) 390-3713

Manpower Resources Supervisor
Tom Nardone
(718) 390-3715

Merchandise Branch
Manager
Vacant

Meat Specialist
James Moser
(718) 390-3722

Produce Specialist
Milt Shreiber
(718) 390-3722

Grocery Specialists
Joe Marchese
Bill Cook
(718) 390-3722

Commissary Administrative Branch
Manager
Catherine Milanes
(718) 390-3716

System Analyst
Mike Fahy
(718) 390-3713

Commissary Specialists
Valerie Moon
(718) 390-3715

Sam Miceli
(718) 390-3714

Exchange Operations Group
Merchandise Division

Merchandise Division (MD)
Director
John Marecki
(718) 390-3876/77

Deputy Director
Joe Williams
(718) 390-3877

Executive Secretary
Joan Libretto
(718) 390-3876/77

Projects Coordinator
Aimee Oey
(718) 390-3909

Private Label Manager
Paul Karp
(718) 390-3913

Senior Buyer (Private Label Softlines)
JoAnn Gattis
(718) 390-3536

Private Label Buyer
Barry Flayton
(718) 390-3911

Soft Lines Apparel/Accessories Requirements Branch (MDI)
Manager
Sandi Cross
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's wear, dress shirts, neckties, handkerchiefs

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's & young men's suits, sportcoats, dress slacks, casual slacks jeans, cloth and leather outwear, rainwear, skiwear

Buyer (E-2)
Al Rafaloff
(718) 390-3890
Dress shirts, neckties, handkerchiefs hosiery

Buyer (E-2)
Robert Davis
(718) 390-3827
Men's collections, youngman's collections, casual, youngmen's knit shirts, printed tees, underwear, thermals and supporters

Buyer (E-2)
Herb Weiss
(718) 390-3892
Sweaters, swimwear, tennis wear, activewear, shorts

Buyer (E-2)
Barbara Mangravetti
(718) 390-3813
Sportshirts, men's knit shirts, robes, pajamas, jog sets, basic fleece, hats, gloves, umbrellas

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Handbags, accessories, hosiery, maternity, family shoes

Buyer (E-3)
Mary Zaia
(718) 390-3899
Intimate apparel

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories

Buyer (E-3)
Arlene Carofalo
(718) 390-3679
Maternity wear

Buyer (E-7)
Michael Avallone
(718) 390-3905
Family shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Family shoes

Senior Buyer (E-5, G-1, G-2)
Iris Hecker
(718) 390-3888
Juvenile Products

Buyer (E-5)
Cheryl Mulrean
(718) 390-3893
Newborn, infants, toddlers wear

Buyer (G-1)
Betty Jo Felix
(718) 390-3894
Girls Wear

Buyer (G-1)
Open
(718) 390-3895
Juvenile sleepwear

Buyer (G-2)
Diane Bowen
(718) 390-3887
Boys Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Ladies ready-to-wear

Buyer (E-8)
Kris Vitullo
(718) 390-3900
Misses, petites, large size coordinates/related separates (including budget)

Buyer (E-8)
Natalie Kucinski
(718) 390-3898
Junior coordinates/related seperates, misses, junior, petite, large size outerwear (including budget and Gitano)

Buyer (E-8)
Paula DiClerico
(718) 390-3504
Misses, junior, petite, large size activewear, misses, junior petite, large size, swimwear, misses, junior, petite, large size dresses, suits, leathers (including budget)

Buyer (E-8)
Mary Cerino
(718) 390-3901
Misses, petite, large size, tops
Misses, petite, large size, bottoms

Buyer (E-8)
Jay Linsen
(718) 390-3682
Junior tops, junior bottoms, misses, junior, petite, large size jeans (including budget)

Buyer (E-8)
Sandra Lee
(718) 390-3681
Budget price lines in misses, petite, large size tops, pants, skirts, shorts

Consumables Requirements Branch (MD2)
Manager
Ms. Cheryl Acampora
(718) 390-3918

Senior Buyer (A-1, A-2, A-4; ~~D-1, D-3, D-5~~)
Ms. Lynn Pleffner
(718) 390-3910
Candy, tobacco, smoking accessories, convenience food, toiletries and drugs, household supplies, fragrances and cosmetics

Buyer (A-1, A-2)
Ms. Anne Ozegovich
(718) 390-3915
Candy, convenience food, tobacco, smoking accessories pants, skirts, shorts

Buyer (D-1, D-3, D-5)
Ms. Ellen Wistock
(718) 390-3910
Toiletries & drugs, household supplies, fragrances, cosmetic

Senior Buyer (A-7, A-8; B-1; C-3, C-4, C-7, C-8, C-9; A-6, A-9)
Glenn Hoffmann
(718) 390-3882
Accessories, beer & soda, wine & distilled beverages, records & tapes, cameras, greeting cards, books periodicals, hardware garden pet supplies, auto accessories, outdoor living

Buyer (A-6, A-9)
Tina Campbell
(718) 390-3869
Beer and soda, package store

Buyer (A-7, A-8, B-1)
Mr. Chris Bennett
(718) 390-3916
Film, & Access., records & tapes, cameras

Buyer (C-3, C-7, C-8)
Open
(718) 390-3914
Greeting cards, books, periodicals, auto accessories

Buyer (C-4, C-9)
Mr. Jerry Greene
(718) 390-3912
Hardware, garden, pet suppplies, outdoor living

Hardlines Requirements Branch (MD3)
Manager
Larry Chapp
(718) 390-3886

Senior Buyer (B-5, B-7; C-2, C-5)
Dan Cougevan
(718) 390-3879
Computers, musical instruments, home office, stationary, toys & wheel goods, trim a tree

Buyer (B-5)
Robert Nadell
(718) 390-3958
Musical instruments

Buyer (B-7, C-2)
Jeff Blevins
(718) 390-3842
Stationary, home office, equipment and accessories

Buyer (C-5)
Open
(718) 390-3883
Toys, wheel goods, trim a tree

Senior Buyer (B-2, B-3, B-4, B-8, B-9; E-4)
Jim Larkin
(718) 390-3878
Housewares, electrical appliances, home furnishings & giftware, furniture, domestics, fabrics and sewing accessories, sporting goods

Buyer (B-4)
John LaGasse
(718) 390-3880
Electrical appliances, microwaves

Buyer (B-2, B-8)
Jerry Deutsch
(718) 390-3884
Housewares, giftware

Buyer (B-9, B-8)
Phyllis Cosenza
(718) 390-3670
Furniture, rugs, lamps, home furnishings

Buyer (B-3, E-4, F-2)
Jeff Siegel
(718) 390-3896
Sporting goods, domestics, fabrics & sewing accessories

Senior Buyer (C-1; D-2, D-4)
Peggy Walsh
(718) 390-3908
Luggage & leather goods, jewelry, watches accessories

Buyer (D-2)
Gloria Reid
(718) 390-3857
Fine jewelry

Buyer (C-1, D-2)
Open

Costume jewelry, luggage & leather

MDPL
Paul Karp
(718) 390-3913
Private label Coordinator

Senior Buyer
Joann Gattis
(718) 390-3536

Buyer
Barry Flayton
(718) 390-3911

Exchange Operations Group
Store Operations Division

Director
CDR Fran Manno, SC, USN
(718) 390-3847/8

Deputy Director
Chuck Stockburger
(718) 390-3874

Entreprenurial Team Leader
R.J. Ortiz
(718) 390-3688

Automotive/Personalized Services Branch
Manager
Donald Mohlman
(718) 390-3849

Automotive Services Specialist
Larry Boone
(718) 390-3852

Personalized Services Specialists
Paul Agurkis
(718) 390-3851
GLenna Holgerson
(718) 390-3833

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services Branch
Manager
Robert Elszy
(718) 390-3863

Food Service Specialists
Mark Bessette
Jeffrey Keppler
Marc Rothschild
(718) 390-3677

Vending, Laundry & Dry Cleaning Branch
Manager
Robert Elszy
(718) 390-3863

Vending Specialists
Chris McEwen
Jerry Fantano
(718) 390-3863

Retail Operations Branch
Manager
Chuck Stockburger
(718) 390-3847

Retail Operations Specialists
Amy Capuccio
(718) 390-3854
Rennie Aitkenhead
(718) 390-3720

David Greth
(713) 390-3957

Ken Parrish
(718) 390-3854

Sales Promotion Division

Director
Joseph LoCasto
(718) 390-3872

Visual Merchandising Branch Manager
Paul Sorensen
(718) 390-3984

Visual Merchandising Specialists
Bill Griffin
(718) 390-3689

Jan Carden
(718) 390-3531

Peggi McCabe
(718) 390-3532

Ken Kaczmarski
(718) 390-3864

Herb Thompson
(718) 390-3506

Advertising Branch

Manager
Barbara Wolk
(718) 390-3873

Specialists
Frank Colosa
(718) 390-3870

Janet DeMonte
Lila Victoria
Debra Zizzo
(718) 390-3724

Frank Canzoneri
Viki Reinertsen
(718) 390-3672

Advertising Information Specialists
Pamela Gallicchio
(718) 390-3875

Sylvia Leide
(718) 390-3672

Naval Uniform Division

Director
Becky Adkins
(718) 390-3701

Senior Buyer
Camille Gainsa
(718) 390-3707
Men's and women's uniforms, accessories, dungarees, rainwear, insignia, fabric (commercial sources)

Ships Stores Division

Director
Louis J. Caputo
(718) 390-3838

Deputy Director
Charles Vaughan
(718) 390-3839

Operations Branch
Manager
Walter Moore
(718) 390-3840

Operations Branch Specialist
Alice Pastore
(718) 390-3840

Fleet Assistance Branch
Manager
John Dixon
(718) 390-3837

Specialists
Gene Hoffman
(718) 390-3505

Andrea Villamagna
(718) 390-3796

Diego Garcia Support
SHI Robert Bachman
(718) 390-3505

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Contract Support Branch (CG1)
Manager
Anthony DiGiovanni
(718) 390-3525

Systemwide Contract Section

Supervisor
Robert J. McDonald
(718) 390-3649

Contract Specialists
Paty Wagner
(718) 390-3947

Jennie Purpi
(718) 390-3946

Leslie Gonzalez
(718) 390-3946

Winona Frye
(718) 390-3535

Beverly Haynes
(718) 390-3946

Kathy Madrazo
(718) 390-3947

Virginia Squitieri
(718) 390-3535

Equipment and Appropriated Fund Procurement Section

Supervisor
John Cucciniello
(718) 390-3938

Procurement Specialists
Hilda Thomas
(718) 390-3609

Lou Becker
(718) 390-3940

Procurement Specialists
Joseph Darcy
(718) 390-3937

Tony Sorrentino
(718) 390-3938

Fran Ferrari
(718) 390-3937

Procurement Management Review Branch (CG2)

Manager
Kathleen Sutherland
(718) 390-3943

Supervisor
Christina Curry
(718) 390-3978

Procurement Analysts
George Harris
(718) 390-3977

Irving Medetsky
(718) 390-3942

Contract Policy Branch (CG4)
Manager
Herb Friedland
(718) 390-3933

Procurement Analysts
Alexander Ricci
(718) 390-3932

Jay Bernstein
(718) 390-3932

Tom Barden
(718) 390-3932

Jeff Reppert
(718) 390-3662

Office of Small and Disadvantaged Business Utilization

Director
Herb Friedland
(718) 390-3933

Distribution Management Division

Deputy Commander
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
(718) 390-3949

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Ann Kukowski
(201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Helen Gonsiewski
(718) 390-3952

NAVRESSO Field Support Offices (Exchanges & Commissaries)

C.O. indicates Commanding Officer
XO indicates Executive Officer

NAVRESSO Field Support Office
Norfolk
P.O. Box 15037
Norfolk, VA 23511-0001
C.O.: CAPT John R. Bailey, SC, USN
XO: CDR John Polley
Howard Siegman, *Exchange Operations Dir.*
(804) 440-2122
Claude Tucker, *Commissary Operations Dir.*
(804) 440-3770
FAX: (804) 460-9381

NAVRESSO Field Support Office
Jacksonville
Naval Air Station, Box 13
Jacksonville, FL 32212
C.O.: CAPT Charles Ritzel, SC, USN
XO: CDR Ted Brooks
Bob McGinty, *Exchange Operations Dir.*
(904) 777-7040
Jacques Lorraine, *Commissary Operations Dir.*
(904) 777-7217
FAX: (904) 777-7262

Navy Resale and Services Support Office

NAVRESSO Field Support Office
San Diego
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
C.O.: CAPT C. A. "Joe" Hoyt, SC, USN
XO: CDR Terry Argento, SC, USN
James Murphy, *Exchange Operations Dir.*
(619) 237-5700
Scott Simpson, *Commissary Operations Dir.*
(619) 237-5664, FAX: (619) 237-5692

NAVRESSO Field Support Office
Oakland
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625-5025
C.O.: CAPT Fred Kowalski, SC, USN
XO: CDR Tom Chambers, SC, USN
FAX: (415) 834-4409
(415) 466-7020
Nadine McAffee, *Exchange Operations Dir.*
(415) 466-7064
Paul Culver, *Commissary Operations Dir.*
(415) 466-7102
FAX: (415) 834-4409

NAVRESSO Field Support Office
Auburn
2801 "C" St., S.W.
Auburn, WA 98001-7499
FAX: (206) 931-7863
C.O.: CDR John Tufts, SC, USN
Anthony DiSalvo, *Exchange Operations Dir.*
(206) 931-7670
Edward Dove, *Commissary Operations Dir.*
(206) 931-7670/7837

Navresso Field Support Office
Pearl Harbor Naval Base, Box 7
Pearl Harbor, HI 96860-6000
FAX: (808) 422-7897
CO: CAPT David Bunten, SC, USN
(808) 422-9449

Exchange Operations Director
Ed Yerman
(808) 423-3202

Commissary Operations Director
Bill Labay
(808) 471-8402

Commissary Store Regions

Navy Resale Activity
United Kingdom
Box 46, FPO, NY 09510
OIC: Lt Diane Belbin, SC, USN
Telephone: 011-44-81-868-2366

Navy Resale Activity
Naval Air Station, Bldg. 27
Pensacola, FL 32508-5350
OIC: CDR Bruce Rova
(904) 455-0392 Ext 264
FAX: (904) 456-4655
PX *Merchandise Manager*
Ray Weeks
456-5764 Ext 277
Manager, Commissary Operations
Terry Hall
(904) 452-4243

Navy Resale Activity
Naval Air Station
Corpus Christi, TX 78419
FAX: (512) 939-8529
OIC: LT Roger A. Abrajano, SC, USN
(512) 939-2033

Navy Resale Activity
Bldg. 3451
Naval Training Center
Great Lakes, IL 60088
FAX: (708) 578-6301
OIC: LCDR Michael Lyon, SC, USN
(708) 578-6100

Navy Resale Activity
Naval Support Activity, Box 30
Naples, Italy
Mailing Address: FPO NY 09521
OIC: CDR T.D. Lanier, SC, USN
FAX: 011-39-81-570-3700
Telephone: 011-39-81-570-3781

Navy Resale Activity
U.S. Naval Station, Box 39
Subic Bay, Luzon
Republic of the Philippines
FPO San Francisco 96651
OIC: CDR David Maddon, SC, USN
Telephone: 011-63-47-882-2211

Navy Resale Activity
Yokosuka, Japan
Mailing Address: Fleet Activities, Box 70, FPO
Seattle 98762
OIC: CDR Ronald Sugihara, SC, USN
Telephone:
011-81-468-261-911 Ext. 5354

Sales by Navy Exchange Retail Departments
12 Month Fiscal Year 1989 (29 January 1989–28 January 1990)

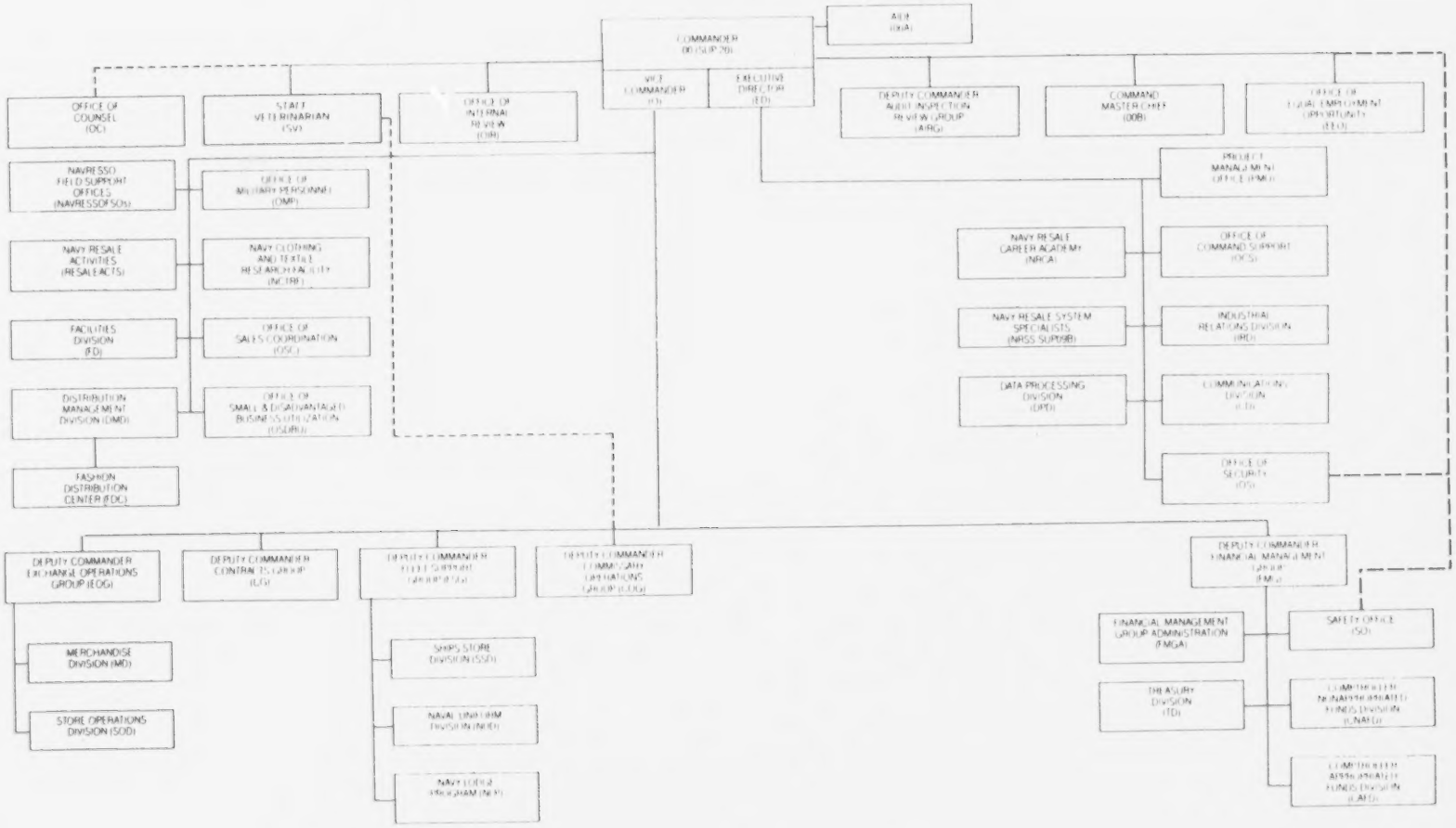
Department	CONUS	OVERSEAS	WORLDWIDE
A-1 Candy & Confections	12,261,863	5,696,797	17,958,661
A-2 Tobacco & Smoking Accessories	99,393,711	15,175,063	114,568,774
A-4 Convenience Foods	37,809,292	22,363,443	60,172,735
A-6 Beverages (Beer and Soda)	65,549,974	32,986,934	98,536,909
A-7 Film & Accessories	6,367,701	2,759,339	9,127,041
A-8 Records & Tapes	16,185,237	16,151,864	32,337,101
A-9 Distilled Spirits & Wine	62,869,708	12,564,467	75,434,175
B-1 Cameras & Photo Equipment	8,286,601	5,668,363	13,954,964
B-2 Housewares	11,628,482	5,700,184	17,328,667
B-3 Sporting Goods	12,818,574	7,462,817	20,281,391
B-4 Electrical Appliances	21,856,533	17,087,450	38,943,984
B-5 Consumer Electronics	61,287,043	54,040,376	115,327,419
B-6 All B Departments	-0-	1,835,735	1,835,735
B-7 Home Office	17,521,464	7,803,510	25,324,975
B-8 Home Furnishings & Giftware	17,102,429	15,541,702	32,644,131
B-9 Furniture	7,970,649	22,616,206	30,586,855
C-1 Luggage & Leather Goods	10,322,907	2,669,034	12,991,942
C-2 Stationery	10,554,994	2,972,987	13,527,981
C-3 Party Goods & Greeting Cards	10,854,858	4,544,455	15,399,314
C-4 Hardware & Pet Supplies	15,639,514	4,332,408	19,971,923
C-5 Toys & Wheel Goods	15,123,979	10,345,500	25,469,480
C-8 All C Departments*	1,165,798	160,204	1,326,002
C-7 Books & Periodicals	14,217,877	5,060,574	19,278,452
C-8 Auto Accessories	21,640,650	8,251,585	29,892,236
C-9 Garden Supplies & Outdoor Living	23,552,060	5,640,209	29,192,270
D-1 Toiletries & Drugs	37,962,787	12,829,327	50,792,114
D-2 Jewelry	23,662,477	14,014,746	37,677,223
D-3 Household Supplies	12,402,506	5,805,789	18,208,296
D-4 Watches & Accessories	13,204,991	5,745,241	18,950,232
D-5 Fragrances & Cosmetics	22,323,096	7,026,968	29,350,064
D-6 All D Departments*	-0-	74,957	74,957
E-1 Uniforms & Accessories	51,297,649	7,426,617	58,724,267
E-2 Men's Wear & Accessories	65,206,012	18,927,874	84,133,887
E-2 Intimate Apparel	19,392,562	5,919,664	25,312,227
E-4 Domestics	15,123,513	6,725,624	21,849,137
E-5 Infants & Toddler's Wear	12,740,580	5,583,114	18,323,694
E-6 All E Departments*	-0-	940,293	940,293
E-7 Family Shoes	25,273,315	8,780,213	34,053,529
E-8 Women's Ready to Wear	33,991,188	11,417,511	45,408,700
E-9 Misc. Retail Departments*	1,017,392	1,493,071	2,510,464
F-2 Fabrics & Sewing Accessories	-0-	1,523,972	1,523,972
G-1 Girls Wear	8,360,538	2,765,952	11,126,390
G-2 Boys Wear	8,380,918	2,867,985	11,248,903
Total Retail Sales	932,321,652	409,299,835	1,341,621,488

*Represents sales that were rung up by smaller exchanges without a key for each department.

Navy Summary of Sales by Service Department—FY89

Department	CONUS	OVERSEAS	WORLDWIDE
J-1 Barber Shop	11,411,154	2,400,817	13,811,972
J-2 Beauty Shop	2,379,884	1,490,945	3,870,829
J-3 Gasoline/Fuel	81,283,068	23,037,677	104,320,745
J-5 Auto Services & Labor	6,281,373	2,387,924	8,669,297
K-2 Optical	7,815,550	1,237,296	9,052,847
K-3 Flower Shop	7,111,458	2,368,225	9,479,683
K-4 Food Service	55,018,363	25,323,579	80,341,942
M-1 Laundry Dry Cleaning	16,328,293	4,625,140	20,953,433
M-2 Personalized Services	28,312,599	19,033,181	47,345,781
M-3 Vending Machines	70,449,897	16,985,869	87,435,766
M-7 Amusement Machines	12,202,627	2,419,092	14,621,719
Total Services	298,594,269	103,131,529	401,725,798
Navy Lodges	12,853,560	2,751,059	15,604,620
L-1 Retail Clothing (Navy Uniforms)	21,309,300	4,086,602	25,395,902
Concession Sales	103,152,466	39,669,774	142,822,241

NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)



U.S. ARMY TROOP SUPPORT AGENCY (TSA)
Bldg. P-12400 **Fort Lee, Va. 23801-6020**
Phone: (804) 734-3600/AUTOVON 687-3600
FAX: (804) 734-3190

BG St. Arnaud

Charles Wiker

KEY HEADQUARTERS PERSONNEL

Commander
BG Charles E. St. Arnaud, USA
(804) 734-3600

Deputy for Troop Support Agency
Charles M. Wiker
(804) 734-1600

Command Sergeant Major
CSM Harold L. McGaugh
(804) 734-4206

Chief of Staff
COL Bill G. Belcher
(804) 734-2202

Staff Action Control Officer
Betty Belangia
(804) 734-2856

PERSONAL/SPECIAL STAFF

Aide-de-Camp
1LT Charles R. Hamilton
(804) 734-2856

Inspector General
LTC David R Seaberg
(804) 734-3437

Equal Employment Manager/Equal Opportunity Officer
Dorothy I. Jackson (Acting)
(804) 734-3488

Adjuntant/Headquarters Detachment/Military Personnel Office
CPT Schuyler D. Wires
(804) 734-2082

Chief/Acquisition Management Office
Crosby H. Johnson
(804) 734-3263

Veterinary Staff Officer
COL William E. Ridder
(804) 734-1140

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Chief/Internal Review Office
Ben E. Mikell
(804) 734-2347

Chief, Civilian Personnel Staff Office
Winfred L. Hasty, III
(804) 734-1333

Chief/Reserve Component Support Office
CW2 Tex M. Gordon
(804) 734-3265

Chief/Service Support Office
John T. Hughes (Acting)
(804) 734-4030

DIRECTORATE OF COMMISSARY OPERATIONS

Director/Commissary Operations
Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations
Thomas E. Milks
(804) 734-1742

Chief/Concepts, Plans and Evaluation Division
Michael B. Schottenbauer
(804) 734-1731

Chief, Merchandising and Marketing Division
William F. Mehler
(804) 734-1731

TSA Defense Personnel Support Center Liaison Office
Michael J. Dowling
Donna Starkus
(804) 734-4251

DIRECTORATE OF RESOURCE MANAGEMENT

Director/Resource Management
Gary G. Lutz
(804) 734-2652

Deputy Director/Resource Management
Vacant
(804) 734-1335

Chief/Budget Division
Frances F. Fleming
(804) 734-3358

Chief/Accounting and Finance Division
Ann P. Andrews
(804) 734-3348

Chief/Productivity Engineering and Force Development Division
Wayne J. Correia
(804) 734-1855

DIRECTORATE OF ENGINEERING AND MATERIEL

Director/Engineering and Materiel
COL Cesar R.E. Morel (804) 734-2426

Deputy Director/Engineering and Materiel
Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division
John D. Figueiras
(804) 734-1643

Chief/Facilities and Materiel Management Division
David H. Freedman
(804) 734-3216

DIRECTORATE OF INFORMATION SYSTEMS

Director/Information Systems
James R. Austin (Acting)
(804) 734-1951

Deputy Director/Information Systems
Vacant
(804) 734-1951

Chief/Command Operations, Plans and Support Division
J. Dolores Klepper
(804) 734-1461

Chief/Commissary Systems Division
Rosita O. Parkes
(804) 734-4646

DIRECTORATE OF CLOTHING AND SERVICES

Director/Clothing and Services
William C. Davis
(804) 734-2463

Chief/Clothing and Individual Equipment Division
W. Douglas Temple
(804) 734-1533

Chief/Laundry and Dry Cleaning Division
Claude T. Rudd
(804) 734-3713

TSA COMMISSARY REGIONS

NORTHEAST COMMISSARY REGION
Fort George G. Meade, Md. 20755-5220
Phone: (301) 677-4932/AUTOVON 923-4932
FAX: (301) 677-3524

Acting Director
Austin K. Smith
(301) 677-4932

Deputy Director
Vacant
(301) 677-4932

Senior Noncommissioned Officer-in-Charge
MSG Harold L. Johnson
(301) 677-4932

Acting Equal Employment Manager
Marian K. Edlow
(301) 677-5134

Chief/Resource Management Division
F. R. Verrier
(301) 677-5415

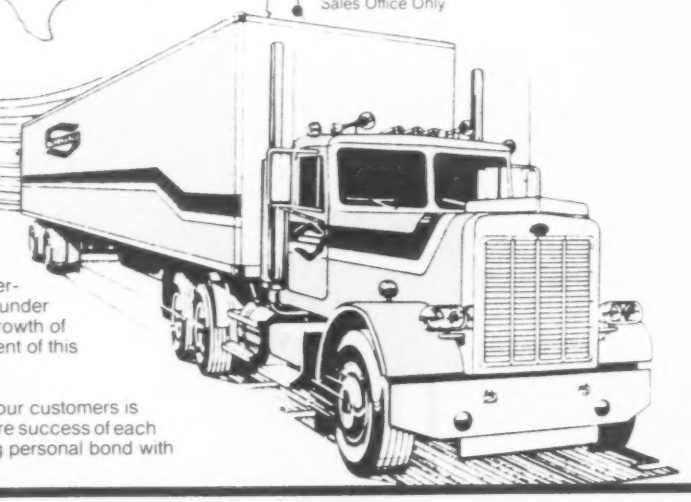
Chief/Budget Branch
Shirley J. Dietsch
(301) 677-5282

SUPER VALU STORES, INC.

"Positioned To Be Of Service"

Miami Export
Sales Office Only

Headquarters Contact:
Super Valu Stores, Inc.
P.O. Box 990
Minneapolis, MN 55440
International & Military Sales
(Director to be announced)
Phone: 612 828-4194



the CREED of SUPER VALU
. . . Your Supplier — Partner

We shall so effectively serve our customers with both merchandise and services that they may experience continuing success and satisfactory growth under all competitive conditions. The future successful growth of Super Valu must always result from our achievement of this meaningful goal.

Since the future success of both Super Valu and our customers is relative to, limited by, and dependent upon the future success of each other, there must always exist between us a strong personal bond with mutual responsibilities to each other.

Worldwide Coverage — Full Alaska Coverage

Export Sales Offices Located in Miami, Florida and Tacoma, Washington for all overseas commissary needs

Lewis Grocer Company
Indianola, Mississippi Hammond, LA
Charlie Palmgren—Tel. 601-887-3211

Super Valu Stores, Inc.
Albuquerque, New Mexico
Selva Murrell—Tel. 505-761-3213
Marcia Ouellette—Tel. 505-761-3213

Super Valu Stores, Inc.
Denver, Colorado
Selva Murrell—Tel. 303-361-0207

Super Valu Stores, Inc.
Xenia, Ohio
Tim Kruse—Tel. 513-376-8693

Super Valu Stores, Inc.
Bismarck, North Dakota
Jerry Weist—Tel. 701-222-5654

Super Valu Stores, Inc.
Atlanta, Georgia
Jerry Smarr—Tel. 404-699-3794

West Coast Grocery Company
Tacoma, Washington
Helmut Wilp—Tel. 206-593-2103

West Coast Grocery Company
Spokane, Washington
Hal Swenson—Tel. 509-922-9560

Super Valu Stores, Inc.
Anniston, Alabama
Charlie Palmgren—Tel. 205-235-3373

Chief/Management, Manpower & Administrative Services Branch
Marian K. Edlow
(301) 677-5134

Acting Chief/Accounting Branch
Edith Morgan
(301) 677-3203

Chief/Contracting Division
Lavern S. Godard
(301) 677-5408

Chief/Information Systems Division
Barbara R. Godwin
(301) 677-5462

Chief/Operations Division
Charles R. Leslie
(301) 677-5337

Operations Officer
CPT Bette Washington
(301) 677-5337

Chief/Operations Branch
Enrique Perez
(301) 677-3893

Chief/Safety & Security Branch
Richard E. Kershner
(301) 677-3893

Chief/Merchandising & Marketing Branch
Paul M. Rhodes
(301) 677-5337

Chief/Logistics Management Division
John R. Sheriff
(301) 677-5669

Acting Chief/Logistics Requirements Branch
Linda M. Feehley
(301) 677-5669

Chief/Property Control Branch
Vacant
(301) 677-5669

Chief/Internal Review Office
Robert A. Isaacs
(301) 677-4932

Chief/Personnel & Training Office
Jacqueline E. Garrison
(301) 677-4332

SOUTHEAST COMMISSARY REGION
Fort Lee, Va. 23801-6025
Phone: (804) 734-4666/AUTOVON 687-4666
FAX: (804) 734-4291

Director
Cecil E. Saunders
(804) 734-4666

Deputy Director
Dennis A. Syracuse
(804) 734-4666

Senior Noncommissioned Officer-in-Charge
MSG James Eggert
(804) 734-4492

Equal Employment Manager
Carey Brown
(804) 734-3302

Chief/Resource Management Division
C. P. Favale
(804) 734-5061

Chief/Budget Branch
Patricia S. Root
(804) 734-3748

Chief/Management, Manpower & Administrative Services Branch
Luther W. Wills
(804) 734-2234

Chief/Accounting Branch
Geraldine Agcaoili
(804) 734-3834

Chief/Contracting Division
Patricia Christopher
(804) 734-3834

Chief/Information Systems Division
Toni Norton
(804) 734-2691

Chief/Operations Division
Owen C. Boutelle
(804) 734-1295

Operations Officer
Vacant
(804) 734-1295

Chief/Operations Branch
Thomas J. Kiefer
(804) 734-3448

Chief/Security & Safety Branch
Jerome Baker
(804) 734-2236

Chief/Merchandise Management Branch
George Henry
(804) 734-4910

MIDWEST COMMISSARY REGION
Fort Sam Houston, Texas 78234-5000
Phone: (512) 221-5684/AUTOVON 471-6190
FAX: (512) 554-4791

Director
Ronald E. Renaud
(512) 221-6190

Deputy Director
Delmar V. Craig
(512) 221-6190

Senior Noncommissioned Officer-in-Charge
SFC Ingrid S. M. Engstrom
(512) 221-5096

Equal Employment Manager
Elvin J. Gant, Jr.
(512) 221-5694

Chief/Resource Management Division
Larry G. Coker
(512) 221-6290

Chief/Budget Branch
Bobby L. Tripp
(512) 221-2093

Chief/Management Branch
Lois A. Jenkins
(512) 221-6375

Chief/Accounting Branch
Jean D. Doonan
(512) 221-6296

Chief/Contracting Division
Mary K. Scogin
(512) 221-2167

Chief/Management Information Systems Division
John J. Loughlin
(512) 221-5398

Chief/Operations Division
Billy E. Johnson
(512) 221-6488

Chief/Support Branch
CPT Eloise Kerr
(512) 221-6496

Chief/Operations Branch
Vacant
(512) 221-6793

Chief/Merchandising Branch
John T. Gladish
(512) 221-5190

WESTERN COMMISSARY REGION
Fort Lewis, Wash. 98433-7300
Phone: (206) 967-3364/AUTOVON 357-3364
FAX: (206) 967-7496

Commander
COL Charles G. Lalli
(206) 967-3364

Deputy to the Commander
John C. Rose
(206) 967-3364

Senior Noncommissioned Officer-in-Charge
MSG Frederick E. Lane, Jr.
(206) 967-3364

Equal Employment Manager
Vacant
(206) 967-3364

Chief/Resource Management Division
F. A. Patronaggio
(206) 967-4572

Chief/Budget Branch
Vacant
(206) 967-3071

Chief/Accounting Branch
Fred A. Mays
(206) 967-3965

Chief/Management, Manpower & Administrative Services Branch
Rae Noland
(206) 967-3071

Chief/Contracting Division
Wesley Freeman
(206) 967-4660

Chief/Information Systems Division
Ronald Greening
(206) 967-3671

Chief/Operations Division
James E. Smith
(206) 967-2843

Operations Office
MAJ Melanie Hermanson
(206) 967-2554

Chief/Operations Branch
David Shaw
(206) 967-2843

Chief/Safety & Security Branch
Pat Powers
(206) 967-2554

Chief/Merchandise Management Division
David Warnke
(206) 967-2554

Chief/Logistics Management Branch
Gloria Ellis
(206) 967-2582

Chief/Logistics and Requirements Branch
Agnes Kelly
(206) 967-2582

Chief/Property Control Branch
James Carr
(206) 967-2582

FAR EAST Commissary District
Seoul, Korea
Commander/LTC Frank W. Haylett
x738-5169

PANAMA Commissary District
Corozal, Panama
Commander/LTC Rodney Williams
x285-5405

EUROPEAN COMMISSARY REGION
APO New York 09052-4365
Zweibruecken, Germany Phone: Zweibruecken Military, 06332-86-7192 FAX: 06332-86-7106

Commander
COL Sandra S. Whitt
x7192

Deputy to the Commander
Michael F. Brimhall
x7192

Sergeant Major
SGM Kenneth Meyers
x7192

Public Affairs Officer
Denise M. Gomes
x7113

Equal Employment Opportunity Manager
Ken Littlepage
x6062

Chief/Internal Review Office
Charles Campisi
x6510

Chief/Personnel Management Office
Colleen F. Ingham
x6407

Chief/Commissary Operations Division
Edward F. Wenglowski
x7113

Chief/Security/Safety Branch
Charles Milam
x7113

Staff Sanitarian
CW3 Jessie J. DeLoach
x7113

Chief/Plans and Operations Branch
Edward Mauk
x7113

Chief/Engineering and Design Division
Larry Grasnick
x8385

Chief/Design Branch
Vacant
x8270

Chief/Project Management Branch
Richard Westmoreland
x6501

Chief, Resource Management Division
Marie R. Holloway
x7358

Chief/Administrative Services Branch
Gaye Burch
x7221

Chief/Budget Branch
Allen Wagner
x6238

Chief/Management Analysis Branch
Eugene Riley
x7348

Chief/Accounting Branch
Dorritt Lindroth
x7358

Chief/Logistics Management Division
MAJ Douglas E. Goodman
x8337

Chief/Inventory Management Branch
David Tindall
x7129

Chief/Merchandise Management Branch
Richard Walker
x8337

Chief/Distribution Management Branch
William Tompkins
x8372

Chief/Equipment Management Branch
Raymond Banks
x6540

Chief/Information Systems Division
Joe Stover
x8369

HEIDELBERG Commissary District
Manager/Tom Fisher
x06221-10056
011-49-6221-10056

GIESSEN Commissary District
Manager/Charles W. Postel
x0641-72067
011-49-641-72067

BAMBERG Commissary District
Manager/John McCue
x0951-400-8612
011-49-951-400-8612

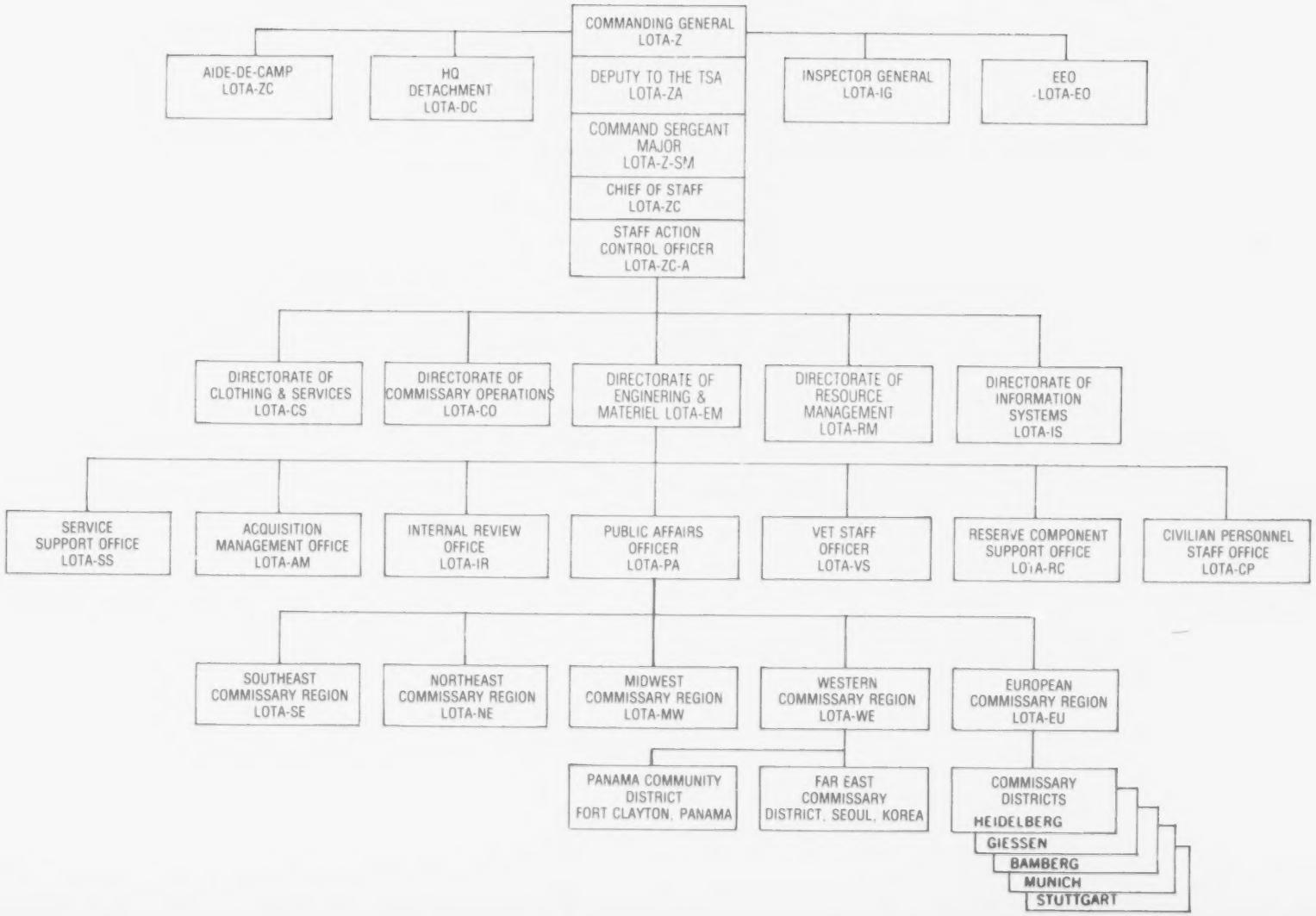
MUNICH Commissary District
Commander/LTC Dwight E. Phillips
x089-690-4507
011-49-89-690-4507

STUTTGART Commissary District
Manager/Sidney H. Powers
x0711-541-085
011-49-711-541-085

TSA Commissary Sales By Department FY 89

DEPARTMENT	FY 89
Grocery	$1,550,344,014
Meat	260,114,122
Produce	90,419,105
TOTAL	$1,900,877,241

U.S. ARMY TROOP SUPPORT AGENCY (TSA)



U.S. COAST GUARD (EXCHANGE AND MORALE DIVISION)

Commandant (G-PXM)
U.S. Coast Guard
2100 Second Street, SW
Washington, D.C. 20593
Phone: (202) 267-0726
FAX: (202) 267-4744

CAPT Anderson

Key Personnel

Chief, Exchange and Morale Division
CAPT Donald A. Anderson, USCG
(202) 267-0726

Chief, Exchange System and Morale Branch
Mark Carscallen
(202) 267-1188

Chief, Budget and Analysis Branch
LCDR John Smith, USCG
(202) 267-0727

Retail Specialist
John D. Adams
(202) 267-1184

Supervisor, Field Support Office
Portsmouth, VA
LCDR Ron Johnson
(804) 398-6284

Buying Procedures

The Coast Guard Exchange System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to one appropriated fund commissary store in Kodiak, Alaska. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Exchange and Morale Division provides support to CoastGuard appropriated fund military uniform stores.

Nonappropriated Fund Activities & NAFA Officers

NORTHEAST REGION
Connecticut Superintendent

USCG Academy
15 Mohegan Avenue
New London, CT 06320–4195
LCDR John Kress
(203) 444-8484

USCG Group Long Island Sound
120 Woodward Avenue
New Haven, CT 06512–3698
CWO Ron Hanks
(203) 773-2406

Maine

USCG Base South Portland
41 Mussey Street
South Protland, ME 04106–0007
CWO Tom Bussiere
(207) 767-0340

Maryland

USCG Yard
Curtis Bay
Baltimore, MD 21226–1797
CWO Mary J. Doster
(301) 789-1600 x530

Massachusetts

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109–1027
CWO Mike DiCarlo
(617) 223-3133

USCG Air Station Cape Cod
NAFA Section
Otis ANGB, MA 02542–5024
LTJG Tim Brown
(508) 968-5635

New Jersey USCG Training Center Cape May
Cape May, NJ 08204–5002
CWO Doug Wagner
(609) 884-6940/3365
FAX: (609) 884-6846

New York

USCG Air Station Brooklyn
Floyd Bennett Field, Bldg. 90
Brooklyn, NY 11234–7097
CWO Ray Murphy
(718) 615-2466

USCG Support Center New York
Governors Island, Bldg. 110
New York, NY 10004–5000
LCDR Bill Morris
(212) 668-7354

Pennsylvania USCG MSO/Group Philadelphia
1 Washington Avenue
Philadelphia, PA 19147–4395
LT Lewis Cocoran
(215) 271-4800

NORTH CENTRAL REGION

Michigan USCG Group Grand Haven
650 Harbor
Grand Haven, MI 49417–1752
CWO Glenn Ray
(616) 847-4510

USCG Group Sault Ste Marie
337 Water Street
Sault Ste Marie, MI 49783–9501
SSC R.E. Schuh (Ass't)
(906) 635-3275

USCG Air Station Traverse City
Traverse City, MI 49684–3586
LT Rocky Nelson
(616) 922-8286

Missouri

USCG Base St. Louis
P.O. Box 2896
St. Louis, MO 63111–0096
CWO E.L. Gameng
(314) 425-6823

Ohio

USCG District Nine Exchange
13920 West Parkway
Cleveland, OH 44135
CWO Shetler
(216) 671-3500

Wisconsin

USCG Base Milwaukee
2420 S. Lincoln Memorial Drive
Milwaukee, WI 53207–1997
LT Brooks Minnick
(414) 747-7080

SOUTHEAST REGION
Florida

USCG Air Station Clearwater
Clearwater, FL 34622–2990
LCDR D. Harrington
(813) 535-1437 x329

USCG Base Mayport
P.O. Box 385
Mayport, FL 32267–0385
CWO David Stonebrook
(904) 247-7326

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054–2397
CWO Van Priestley
(305) 685-1661

USCG Station St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701–5099
CWO Ed Recely
(813) 893-3454 x561
FAX: (813) 824-7555

USCG Support Center Elizabeth City
Elizabeth City, NC 27909–0237
CWO Butch Hubbard
(919) 335-6471
FAX: (919) 335-6471

USCG Base Fort Macon
P.O. Box 237
Atlantic Beach, NC 28512–0237
SKC John Roeck
(919) 247-4555
FAX: (919) 247-4536

Puerto Rico

USCG Air Station Borinquen
Aquadilla, PR 00604–9999
Mr. W.F. (Buddy) Davis
(809) 890-3127
FAX: (809) 890-3127 x12

USCG Base San Juan
P.O. Box S-2029
San Juan, PR 00903–2029
Luis Torres (Exchange Mgr)
(809) 721-3955

South Carolina

USCG Base Charleston
196 Tradd Street
Charleston, SC 29401–1817
CWO Dennis Ballard
(803) 724-7613

Virginia

USCG Support Center Portsmouth
4000 Coast Guard Blvd.
Portsmouth, VA 23702–2199
CWO Ron Mutter
(804) 483-8612

USCG Reserve Training Center Yorktown
Yorktown, VA 23690–5000
LCDR Kent Krause
(804) 898-2115

SOUTHERN REGION
Alabama

USCG Aviation Training Center Mobile
No. Side of Bates Field
Mobile, AL 36608–9682
LCDR John Simpson
(205) 639-6394

USCG Base Mobile
South Broad Street
Mobile, AL 36615–1390
CWO Earl Hudgins
(205) 690-2240

Louisiana

USCG Support Center New Orleans
4640 Urquhart Street
New Orleans, LA 70117–4698
CWO Steve Prather
(504) 942-3068

Texas

USCG Base Galveston
P.O. Box 1912
Galveston, TX 77553–3001
Mary Malhiot (Exchange Mgr)
(409) 763-2203

USCG Marine Safety Office Houston
P.O. Box 446
Galena Park, TX 77547–0446
ENS Bruce Fisher
(713) 672-6639

WESTERN REGION
California

USCG Support Center Alameda
Coast Guard Island
Alameda, CA 94501–5100
CWO Mike Major
(415) 437-3168

USCG Group Humbolt Bay
1296 Chestnut Street
Eureka, CA 95501
LTJG Mark Perkins
(707) 839-6181

USCG Training Center Petaluma
Petaluma, CA 94952–5000
CWO Max Bonogofski
(707) 765-7243

USCG Air Station San Diego
2710 Harbor Drive
San Diego, CA 92101–1079
Chief Manuel Almoite
(619) 557-6388

USCG Support Center San Pedro
P.O. Box 8
Terminal Island Station
San Pedro, CA 90731–0208
CWO Ray Martin
(213) 514-6408

Oregon

USCG Group Astoria
USCG Base, Bldg. 3
Tongue Point
Astoria, OR 97103–2099
CWO Sisseck
(503) 325-0108
FAX: (503) 325-1497

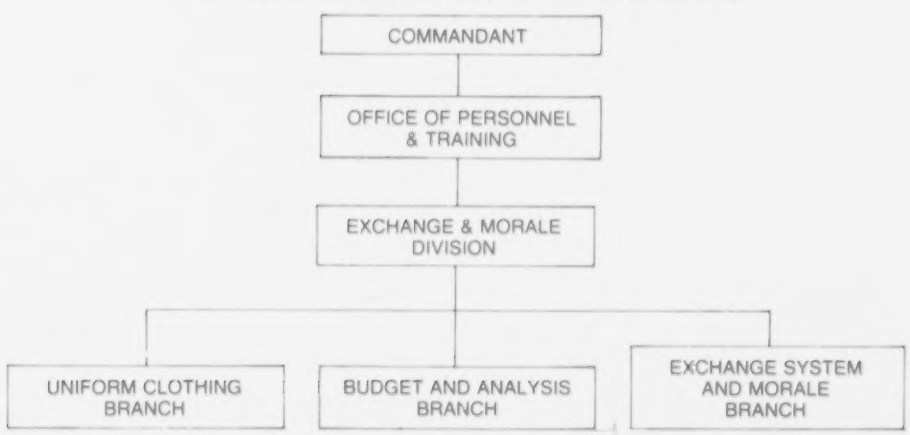
USCG Air Station North Bend
2000 Connecticut Avenue
North Bend, OR 97459–2399
CWO B.L. Munroe
(503) 756-9264
FAX: (503) 756-1173

Washington

USCG Air Station Port Angeles
Port Angeles, WA 98362–0519
CWO William Court
(206) 457-8600
FAX: (206) 457-1256

USCG Support Center Seattle
1519 Alaskan Way South
Seattle, WA 98134–1192
CWO Michael Smell
(206) 286-9610
FAX: (206) 587-0349

U.S. COAST GUARD



No one helps you mind the store more than we do.

It's been that way since 1939.

Today, the J&J Military Sales Division has more than 45 salespeople and merchandisers who are dedicated to keeping you and your customers satisfied.

We help you set shelves, install displays, distribute coupons and prevent out-of-stocks. So your customers can always find the JOHNSON & JOHNSON products they know and trust.

Last year we offered millions of dollars in VPR's. We created 20 major promotions exclusively for military customers. And we distributed more in-store coupons than any other manufacturer in the HBA category.

The way we see it, the military is a very special market...with very deserving customers.

You don't sweep that kind of responsibility under the rug.

Johnson & Johnson
CONSUMER PRODUCTS, INC.
MILITARY SALES DIVISION

PACIFIC REGION
Alaska

USCG Base Ketchikan
Ketchikan, AK 99901–6698
CWO Ernest Lansang
(907) 225-4528
FAX: (907) 228-0290

USCG Support Center Kodiak
P.O. Box 14
Kodiak, AK 99619–5000
LT John Durham
(907) 487-5102
FAX: (907) 966-5437

USCG Air Station Sitka
611 Airport Road
Sitka, AK 99835–0100
LTJG Rocky Lee
(907) 966-5435
FAX: (907) 966-5437

Hawaii

USCG Air Station Barbers Point
Barbers Point, HI 96862–5800
LT Skip Starring
(808) 682-2710

USCG Base Honolulu
Sand Island Honolulu, HI 96819–4398
LTJG James Malene
(808) 541-2469
FAX: (808) 541-3202

Coast Guard Commissary Store

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
(907) 487-5209

Coast Guard CGES Sales
FY85–FY89

CGES Activity	FY85	FY86	FY87	FY88	FY89
Exchanges	$ 53,049,073	$ 60,572,639	$ 61,580,193	63,716,081	$ 70,955,665
Clubs	2,627,061	4,355,183	4,598,672	6,100,364	6,285,603
Package Stores	18,267,429	16,848,186	17,707,035	17,733,730	19,871,029
Grocery Stores	19,446,872	16,941,538	16,289,230	16,697,007	18,065,934
Direct Vending/Services	9,871,143	5,755,717	6,476,138	5,166,439	6,371,948
Total	**$103,270,578**	**$104,473,263**	**$106,651,268**	**$109,413,621**	**$121,550,179**

U.S. COAST GUARD (PERSONNEL SERVICES DIVISION)
Commandant (G-PS-1)
U.S. Coast Guard
2100 Second Street, SW
Washington, D.C. 20593–0001
Phone: (202) 267-1646
Chief, Compensation Management Branch: CDR Maas, USCG

Key Personnel

Subsistence Management Section

Chief
CDR Maas
(202) 267-1646

Subsistence Specialist Force Manager
CWO Anthony P. Shea
(202) 267-1197

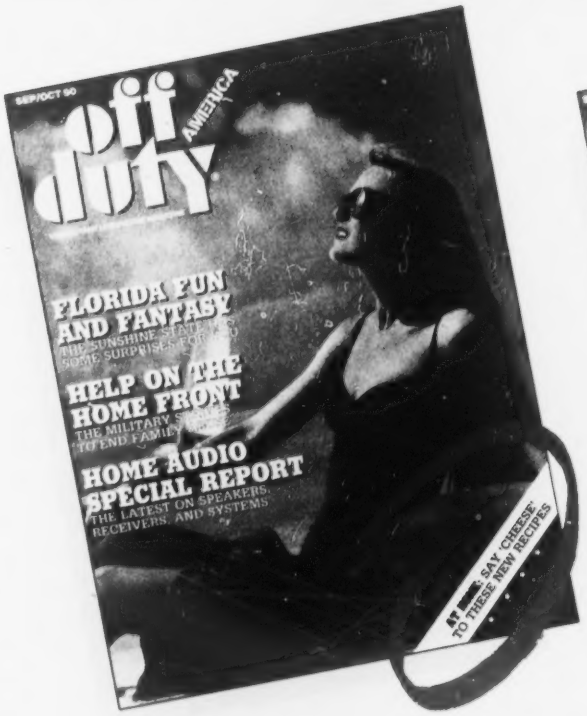
Military Subsistence Specialist
SSCM Carpio
(202) 267-2556

Buying Procedures

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

VIVE LA DIFFERÉNCE!


SEP/OCT 90
off duty AMERICA
FLORIDA FUN AND FANTASY
HELP ON THE HOME FRONT
HOME AUDIO SPECIAL REPORT
THE LATEST ON SPEAKERS, RECEIVERS, AND SYSTEMS
SAY 'CHEESE' TO THESE NEW RECIPES

SEP/OCT 90
off duty AMERICA
FLORIDA FUN AND FANTASY
HELP ON THE HOME FRONT
HOME AUDIO SPECIAL REPORT
THE LATEST ON SPEAKERS, RECEIVERS, AND SYSTEMS
SUPER SARGE OF PROFESSIONAL GOLF

OFF DUTY's DEMOGRAPHIC SPLITS APPEAL TO DIFFERENT READERSHIPS.

Military people aren't all alike, and neither are all copies of OFF DUTY Magazine.

The "At Home" Edition reaches the young families that make up more than 50% of the military audience. With recipes, personal finance and lifestyle features, "At Home" copies are delivered to housing areas, commissaries, family service centers, educational and medical facilities.

OFF DUTY's "Troop" Edition targets the singles audience with an editorial mix of popular music, sports, military history and the outdoors. It's distributed in training areas, barracks, recreation facilities, USOs, clubs, messes and all Navy ships.

Reader response cards prove the effectiveness of OFF DUTY's demographic "split": In Europe, the At Home Edition pulls nearly *three times* more response from married personnel than the Troop Edition. The latter far outpulls the At Home Edition in response from single readers, even though Troop Edition circulation is lower!

Reaching the entire military audience by targeting individual segments is an OFF DUTY exclusive. Readers get a magazine tailored to their interests. Advertisers get added value: flexibility in placement and best possible editorial environment for their ads.

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THE MILITARY LEISURETIME MAGAZINE

U.S. MARINE CORPS
COMMISSARY SERVICE BRANCH

***Location*: Clarendon Square, Room 540**
3033 Wilson Blvd.,
Arlington, VA 22201
***Mailing Address*: Hqrts.,**
U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (703) 696-0851
FAX: (703) 696-0849

BGen Arick

Joseph Jeu

Key Personnel

Director, Facilities and Services Division
BGen John C. Arick, USMC
(703) 696-0838

Head, Services Branch
Joseph H. Jeu
(703) 696-0850

Assistant Head, Services Branch
Pam La Rue
(703) 696-0850

Commissary Program Manager
Samuel E. Cresanti
(703) 696-0831

Program Analyst
Jean M. Schwab
(703) 696-0831

Buying Procedures

Item selection and procurement are done at the complex level and are restricted to most food items and non-food items in the categories of Health and Beauty Aids, Household Supplies, and Pet Foods. Vendors who are interested in marketing their products in Marine Corps commissaries are encouraged to contact the East and West Coast Commissary Complex offices. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissaries for consideration.

Sales Promotions: Marine Corps commissaries are prepared to participate in all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Patrick Nixon
(714) 726-2124/2140
FAX: (714) 726-4915

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Cecil Raby
(714) 726-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
Manager: Rod Prouty
O/S Operator: (0827) 21-4171

East Coast Complex Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Lewis Stroud
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Richard Bell
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Randy Chandler
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Robert Patton
(919) 447-2061

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Mack Ridley
(912) 435-5258

Commissary Store
Marine Corps Base
Quantico, VA 22134
Manager: Alex Somosky
(703) 640-2476

Marine Commissary Sales ($ In Millions)

FY	Sales	% Increase
80	108.0	—
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7
85	162.2	7.7
86	164.9	1.3
87	167.0	1.3
88	171.4	2.6
89	178.7	4.3

U.S. MARINE CORPS RETAIL OPERATIONS BRANCH

Location: Bldg. #3044, Catlin Avenue
Marine Corps Base, Quantico, VA
Mailing Address: Morale, Welfare and Recreation
Support Activity Headquarters, U.S. Marine Corps (MWX)
Quantico, VA 22134–0834
Phone: (703) 640-3821
FAX: (703) 640-7291

John Price

Key Personnel

Head
John Price
(703) 640-3821

Assistant Head
R. Lee Phillips
(703) 640-3821

Operations Officer
Vacant
(703) 640-3821

Merchandise Specialist
William Rolleston
(703) 640-3821

Retail Operations Assistant
Mary Raines
(703) 640-3821

Military Clothing Sales Specialist
Corinne Rosema
(703) 640-3821

Retail Operations Technician
Vacant
(703) 640-3821

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

CONUS Exchanges

Marine Corps Base
Camp Pendleton, CA 92005–5003
LtCol Gerald Schoppe, USMC
(619) 725-6233
FAX: (619) 430-7494

Marine Corps Base
Camp Lejeune, NC 28542–5003
Maj Mary Hicks, USMC
(919) 451-2481
FAX: (919) 353-4105

Marine Corps Air Station
El Toro
Santa Ana, CA 92709–5003
Herman Rijfkogel
(714) 726-3340
FAX: (714) 551-6497

Marine Corps Combat Development Command
Quantico, VA 22134–0229
CWO Steve Tinsley, USMC and
Lt Chris Williams, USMC
(703) 640-7171
FAX: (703) 640-6708

Marine Corps Recruit Depot/WRR
San Diego, CA 92134–5003
Ernest Price
(619) 297-2500
FAX: (619) 296-8400

Marine Corps Recruit Depot/ERR
Parris Island, SC 29905–5003
Maj Alfred (Ace) LaPorte
(803) 525-3301
FAX: (803) 525-2872

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278–5003
CWO Margarita Jones, USMC
(619) 368-6163
FAX: (619) 368-9218

Marine Corps Air Station
Cherry Point, NC 28533–5003
Capt Michael B. Hayes, USMC
(919) 447-4233
FAX: (919) 447-2922

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22134–5003
Maj (Sel) William Ward
(703) 979-8420
FAX: (703) 979-0972

Marine Corps Air Station
Yuma, AZ 85364–5003
WO Kathryn Kunitsugu, USMC
(602) 726-2363
FAX: (602) 726-2812

Camp Elmore
Norfolk, VA 23515–5003
1stLt Lamar Lumpkin III
(804) 423-1187
FAX: (804) 423-5819

Marine Corps Logistics Base
Albany, GA 31704–5003
Capt Dave Leutwyler, USMC
(912) 888-6801
FAX: (912) 439-0324

Marine Corps Air Station
Beaufort, SC 29904–5003
CWO Robert Mullen, USMC
(803) 522-7017
FAX: (803) 522-7032

Marine Corps Logistics Base
Barstow, CA 92311–5003
Capt (Sel) Carson Dykes
(619) 256-0212
FAX: (619) 577-6577

Overseas Exchanges

Marine Corps Air Station
Kaneohe Bay, HI 96863–5003
Capt. (Sel) Kathleen A. Nuzum, USMC
(808) 257-5871
FAX: (808) 254-1022

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764–0003
CWO David E. Barr, USMC
01181-8272-14171 (direct dial)
FAX: 01181-8272-17160

Marine Corps Barracks/Ground Defense Force
Guantanamo Bay, Cuba
FPO New York 09596–0006
Lt Tim Womack, USMC
011-5399-2330 (direct dial)
FAX: 011-5399-2570

Marine Barracks
Panama
FPO Miami 34061–9000
Steven Banks
0115-0783-5374 (direct dial)
FAX: 0115-0783-5338

MERCHANDISE MANAGERS/BUYERS

CONUS

SAN DIEGO, CA

MERCHANDISE MANAGER:
John Vreeland

Buyers:

Mildred Summers
Footwear

Jan Farr
Consumer Electronics

Dee Davidson
Cosmetics
Jewelry

Denise Billings
Giftware
Luggage

Mary Goldbeck
Women's Wear, Housewares

Zella Arnold
Men's Wear,
Military Clothing

U.S. Marine Corps Retail Operations Branch

Marine Exchange Sales ($ In Millions)

FY	Sales	% Increase
80	328.2	—
81	371.8	11.7
82	395.6	6.0
83	397.8	0.6
84	408.0	2.6
85	413.6	1.0
86	406.1	−1.9
87	425.0	4.7
88	438.1	3.7
89*	393.1	—

*First year of the MWR consolidation

Caroline LaPare
Accessories
Lingerie

Cindy Martin
Housewares

Francis Thorton
Alcoholic Beverages

Peggy MacMahon
Toys
Children's Wear
Outdoor Living

John Furlong
Hardware
Sporting Goods

Lori Vincent
Automotive

Marion Bremmer
Recruit Sales

Jim Banks
Equipment
Supplies

Laurel Anderson
Consumables

CAMP PENDLETON, CA

MERCHANDISE MANAGER:
Julia Sweeney

ASSISTANT MERCHANDISE MANAGER:
Marjorie Sanano

Buyers:

Sandra Calloway
Men's Wear
Military Clothing, and Shoes

Irene Tye
Children's Wear
Juvenile Furniture
Jewelry

Liz Hafner
Domestics
Housewares
Electric Appliances

Andre Bergman
Cosmetics
Tobacco
Athletic Shoes

Sally Young
Women's Wear
Footwear

Marvin Dilg
Sporting Goods
Outdoor
Photo
Toys

Frank Gallo
Consumables
Hardware
Automotive

Craig Williams
Consumer Electronics
Luggage
Stationery

Meg Harkins
Soft Drinks
Alcoholic Beverages

CAMP LEJEUNE, NC

SUPERVISORY BUYERS:
G. E. Stoddard
Fashion Lines

Carl Mencer
Hard Lines

Buyers:

Larry Cribb
Housewares
Toys
Electrical Appliances
Consumer Electronics

Vivian Hugeback
Consumables
Home Furnishings
Giftware
Automotive

Patricia Dodson
Jewelry
Women's Wear
Women's Footwear

Terry Farina
Tobacco
Cosmetics
Luggage

Vacant
Juvenile Furniture
Children's Wear
Stationery

Jim Wynn
Hardware
Sporting Goods
Firearms
Photo
Athletic Shoes

EL TORO, CA

MERCHANDISE MANAGER:
David Farwell

Buyers:

Barbara Wilson
Women's Wear, Men's Wear

Pam Boudreau
Housewares
Domestics
Giftware

Rose Saunders
Consumer Electronics
Home Appliances

Mary Lou De La Torre
Footware
Jewelry
Cosmetics

Linda Behrens
Hardware
Sporting Goods
Automotive
Toys, HBA

Juanita William
Children's Wear, Toys, Juvenile, and Furniture

Scott Vincent
Sporting Goods, Hardware, Outdoor, and Automotive

Judy Taylor
Military Clothing

QUANTICO, VA

MERCHANDISE MANAGER:
Doug Rudy

Buyers:

Buna Sprague
Consumer Electronics
Giftware
Dosmetics
Home Appliances
Housewares

Diane Ward
Women's Wear
Cosmetics
Jewelry

Tammy Brent
Footwear
Accessories

Vacant
Men's Wear
Children's Wear

Thelma Brooks
Military Clothing

Dorothy Edmonds
Toys
Luggage
Hardware
Sporting Goods

PARRIS ISLAND, SC

MERCHANDISE MANAGER:
Billy Culp

Buyers:

Pam Horton
Women's Wear
Jewelry
Cosmetics
Women's Footwear

Vacant
Men's Wear
Children's Wear
Luggage
Men's Shoes

Dennis Park
Sporting Goods
Firearms
Hardware
Consumer Electronics
Home Appliances
Automotive

Jennette Sattoff
Consumables
Alcoholic Beverages
Housewares
Furniture

TWENTYNINE PALMS, CA

MERCHANDISE MANAGER:
Andy Casey

Buyers:

Helen McMains
Photo
Housewares
Sporting Goods

Tallis Jenen
Men's Wear
Men's Footwear

Kim Miller
Consumer Electronics
Women's & Children's Footwear
Furniture

Norma Hubbard
Infant's Wear
Children's Wear
Hardware
Automotive

Glenda Williams-Nenard
Women's Wear
Cosmetics
Jewelry

CHERRY POINT, NC

MERCHANDISE MANAGER:
Jeff Jenkins

Buyers:

Martha Lewis
Consumables
Stationery
Tobacco

Kay Kearney
Housewares
Home Furnishings
Giftware
Domestics

Pat Krewson
Hardware
Automotive
Sporting Goods
Outdoor Living
Toys
Luggage
Military Clothing

June Tyson
Cosmetics
Women's Wear
Children's Wear
Juvenile Furniture

Mary Bequette
Jewelry
Men's Wear
Footwear

Kay Kearney
Photo
Home Appliances
Consumer Electronics

Patrick Beck
Alcoholic Beverages

HENDERSON HALL, ARLINGTON, VA

MERCHANDISE MANAGER:
Vickie Bartlett

Buyers:

Cindy Whitman
Women's Wear
Jewelry
Footwear

Gloria Pipes
Men's Wear
Luggage
Home Furnishings
Gifts
Military Clothing

Susan Herzog
Children's Wear
Toys
Housewares
Domestics

Bill Greiner
Hardware
Automotive
Sporting Goods
Outdoor Living

Beth Wagner
Consumer Electronics
Photo
Cosmetics

YUMA, AZ

MERCHANDISE MANAGER:
Howard Watson

Buyers:

Margaret Fredericks
Women's Wear
Men's Wear
Children's Wear

Liz Gaberial
Jewelry
Domestics
Giftware
Hardware

Judy Grooms
Sporting Goods
Home Appliances
Consumer Electronics
Photo
Automotive
Outdoor Living

CAMP ELMORE, NORFOLK, VA

MERCHANDISE MANAGER:
GySgt L. B. Scott, USMC

Buyers:

Janie Worley
Women's Wear
Infants/Girl's Wear
Jewelry
Military Clothing

Florence Fulcher
Self Service
Men's Wear
Boy's Wear

Paige Smink
Footwear
Sporting Goods
Housewares
Automotive
Consumer Electronics
Luggage

ALBANY, GA

MERCHANDISE MANAGER:
Dave Leutwyler, USMC

Buyer:

Kay Moore
All Categories

BEAUFORT, SC

MERCHANDISE MANAGER:
CWD Robert Muller, USMC

Buyers:

Patty McCollum
Self Service
Housewares
Women's Wear
Children's Wear
Consumer Electronics
Photo
Jewelry
Footwear
Military Clothing

Eloise Martinez
Consumables
Sporting Goods
Toys
Cosmetics
Luggage

Ashely Puleo
Men's Apparel, Women's Wear and Sporting Goods
Hardware
Automotive

BARSTOW, CA

MERCHANDISE MANAGER:
Capt (Sel) C. Dykes, USMC

BUYER:

Sadako Young
All Categories

OVERSEAS

IWAKUNI, JAPAN

MERCHANDISE MANAGER:
R. Minissali
Furniture
Records/Tapes

ASSISTANT MERCHANDISE MANAGER:
Tony Rodgers
Automotive
Sporting Goods
Luggage
Men's Wear
Boy's Wear
Uniforms

U.S. Marine Corps Retail Operations Branch

Buyers:

Ron Cogley
Georgia Clark
Health & Beauty Aids
Consumables
Stationery
Tobacco
Cosmetics

Mike Olsen
Women's Wear
Children's Wear
Shoes
Jewelry

Elzo Abe
Houseware
Camera
Electronics

KANEOHE BAY, HAWAII

MERCHANDISE MANAGER:
Yoshihiro Ono

Buyers:

Yoshihiro Ono
Alcoholic Beverages

Vacant
Men's Wear
Women's Wear
Children's Wear

Linda Cezar
Housewares
Furniture
Giftware
Cosmetics
Jewelry
Small Appliances
Shoes

Kelly Nakano
Hardware
Automotive
Sporting Goods
Outdoor Living
Toys
Luggage
Camera
Electronics

Susan Susuki
Health & Beauty Aids
Consumables
Books and Stationery
Tobacco
Household Supplies
Beverages

Sharon Kauhane
Uniforms

PANAMA

MERCHANDISE MANAGER:
Steve Banks

Buyers:

Steve Banks
Sporting Goods
Electronics
Camera
Soft Lines

Carmen Trujillo
Cosmetics
Jewelry
Luggage
Small Appliances
Soft Lines

Priscilla Walker
Furniture
Giftware

Baby Almenger
Health & Beauty Aids
Consumables
Tobacco
Hardware
Toys
Outdoor Living

GUANTANAMO BAY, CUBA

MERCHANDISE MANAGER:
Ron Peach

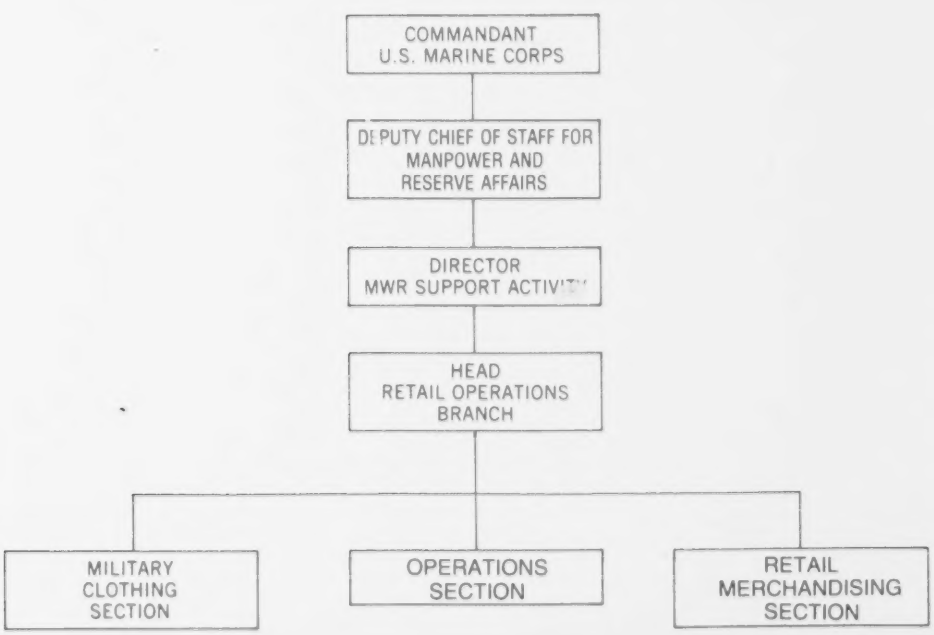
BUYER:

GySgt Floyd Davis
All Categories

Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Specific dates for particular events are at best approximate and may vary by location. Presently, there are three events, the Annual Anniversary Sale in mid-September, the Christmas Catalog, and the Father's Day promotion that is planned and directed by the Retail Operations Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed.

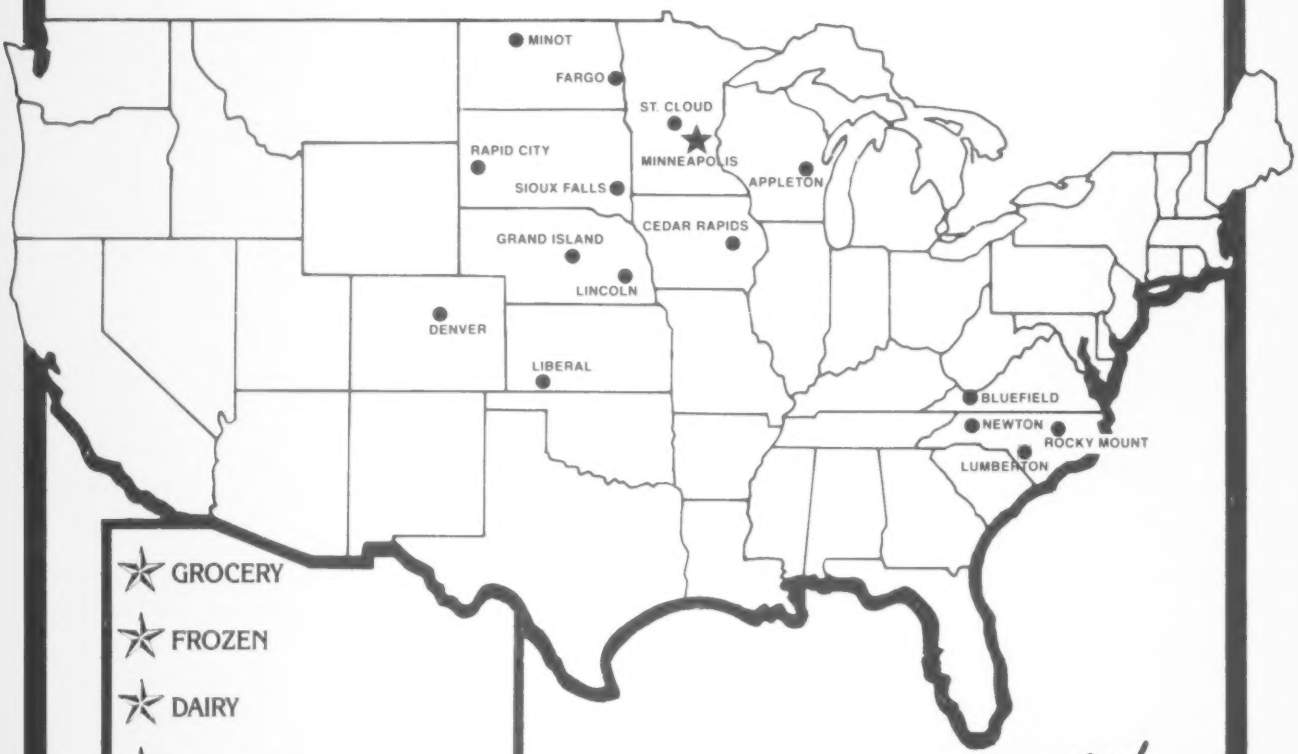
U.S. MARINE CORPS RETAIL OPERATIONS BRANCH


COMMANDANT U.S. MARINE CORPS
DEPUTY CHIEF OF STAFF FOR MANPOWER AND RESERVE AFFAIRS
DIRECTOR MWR SUPPORT ACTIVITY
HEAD RETAIL OPERATIONS BRANCH
MILITARY CLOTHING SECTION
OPERATIONS SECTION
RETAIL MERCHANDISING SECTION

NASH FINCH COMPANY

We're a Company at Your Service.

Nash Finch Company has over 100 years experience in the grocery business with 25 of those years' experience servicing the military. We are committed to giving you the most efficient distribution of product possible.



- GROCERY
- FROZEN
- DAIRY
- PERISHABLES
- GENERAL MERCHANDISE
- HEALTH & BEAUTY AIDS

Electronic Order Entry
With Frequent Store Delivery

Strategically located to provide fast, frequent distribution!

CONTACT DENNIS SAMPLE
Military Sales Manager
1-402-474-5521

NASH FINCH COMPANY

CORPORATE OFFICES 3381 GORHAM AVENUE, ST. LOUIS PARK, MINNESOTA 55426

MARINE CORPS
EXCHANGE CORPS SALES BY TYPE (IN TOTAL SALES ORDER)
FY 89

EXCHANGE	MSDE	PACKAGE STORE	SERVICE STATION	PRO SHOP	MILITARY CLOTHING	TOTAL
EAST COAST						
Camp LeJeune, NC	44,079,728	1,351,783	6,106,100	220,400	5,176,300	56,934,311
Quantico, VA	36,269,340	1,979,078	2,746,078	147,700	0	41,142,718
Henderson Hall, VA	20,656,855	596,600	0	0	426,600	21,680,055
Cherry Point, NC	15,276,623	1,192,206	1,563,300	109,800	715,500	18,857,429
Parris Island, SC	16,886,232	867,196	1,002,500	83,800	0	18,840,728
Beaufort, SC	3,666,041	148,572	1,264,500	7,400	0	5,086,513
Camp Elmore, VA	3,841,899	298,636	463,700	0	466,300	5,070,535
Albany, GA	3,750,054	358,984	591,200	24,400	0	4,734,638
New River	21,988	0	24,300	14,600	0	60,888
Garden City (2)	0	1,600	0	0		1,600
TOTALS	**$144,458,760**	**$ 6,794,655**	**$13,763,200**	**$ 608,100**	**$ 6,784,700**	**$172,409,415**
WEST COAST						
Camp Pendleton, CA	52,351,511	437,300	11,736,400	360,400	4,078,900	68,964,511
El Toro, CA	24,956,042	1,890,664	6,290,400	255,800	925,500	34,318,406
San Diego, CA	26,978,634	1,250,520	3,094,100	2,400	0	31,325,654
Twentynine Palms, CA	15,568,538	1,147,118	2,673,100	48,500	914,100	20,351,356
Yuma, AZ	6,008,368	0	1,340,400	0	354,300	7,703,068
Barstow, CA	1,302,483	46,090	456,900	3,900	43,700	1,853,073
TOTAL	**$127,165,576**	**$ 4,771,692**	**$25,591,300**	**$ 671,000**	**$ 6,310,500**	**$164,516,068**
OVERSEAS						
Kaneohe Bay, Oahu, HI	23,203,387	1,804,611	4,310,500	446,200	1,202,600	30,967,298
Iwakuni, Japan	11,246,842	700,468	462,300	88,300	332,000	12,829,910
Panama	5,038,941	120,468	68,000	0	0	5,227,641
Guantanamo Bay, Cuba	3,466,206	297,700	0	0	0	3,763,906
Camp Butler	1,081,958	2,325,086	0	0	0	3,407,044
Camp H.M. Smith	42	0	2,400	0	0	2,442
TOTAL	**$ 44,037,376**	**$ 5,248,565**	**$ 4,843,200**	**$ 534,500**	**$ 1,534,600**	**$ 56,198,241**
GRAND TOTAL	**$315,661,712**	**$16,814,912**	**$44,197,700**	**$1,813,600**	**$14,635,800**	**$393,123,724**

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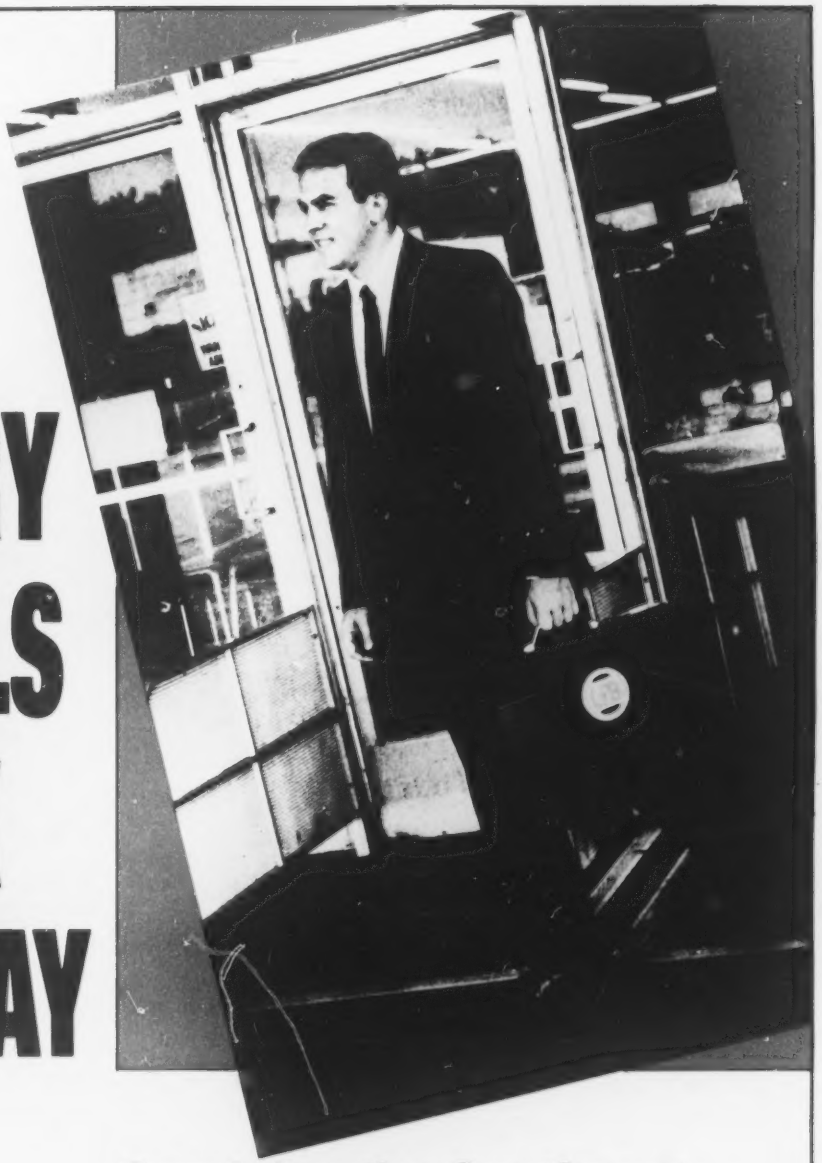

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Central Office (133)
Department of Veterans Affairs
810 Vermont Avenue, N.W.
Washington, D.C. 20420
Phone: (202) 376-8132
FAX: (202) 376-8528

C. Dale Duvall

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Director of Finance & Budget
John Ross
(202) 376-2451
Director of Field Operations
Paul Reider (202) 376-1032

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Dennis Miller
(202) 376-8142

Buyer for Health & Beauty Aids, Toiletries, Fragrances, OTC Drugs, Candy
Diane Barber
(202) 376-8142

Buyer for Women's Clothing, Accessories & Intimate Apparel, Stationery
Mary Ann Melville
(202) 376-8142

Buyer for Equipment and Supplies
Tom Ford
(202) 376-8142

Buyer for Sundries, Tobacco, Electronics, Watches
Anthony Kapp
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VCS Finance Center

VCS Finance Center
Robert A. Young
Federal Building
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Assistant Director: Paul Freiert
Chief of Accounts Payable: Jolene Thurston
(314) 539-6409
Assistant Chief Accounts Payable:
Cathleen Quain
(314) 539-6410

VCS Buying Procedures

Vendors make direct contact with the VCS buyers in Central Office to negotiate for merchandise and terms. Vendors are prohibited from directly contacting canteens.

New merchandise selections and vendor sources are reviewed at regularly scheduled Merchandise Committee meetings. A Purchase Order-Price Agreement List (PO-PAL) is issued to approved vendors establishing terms, cost, and retail selling price of each selected item. PO-PALs are then forwarded to each canteen for ordering.

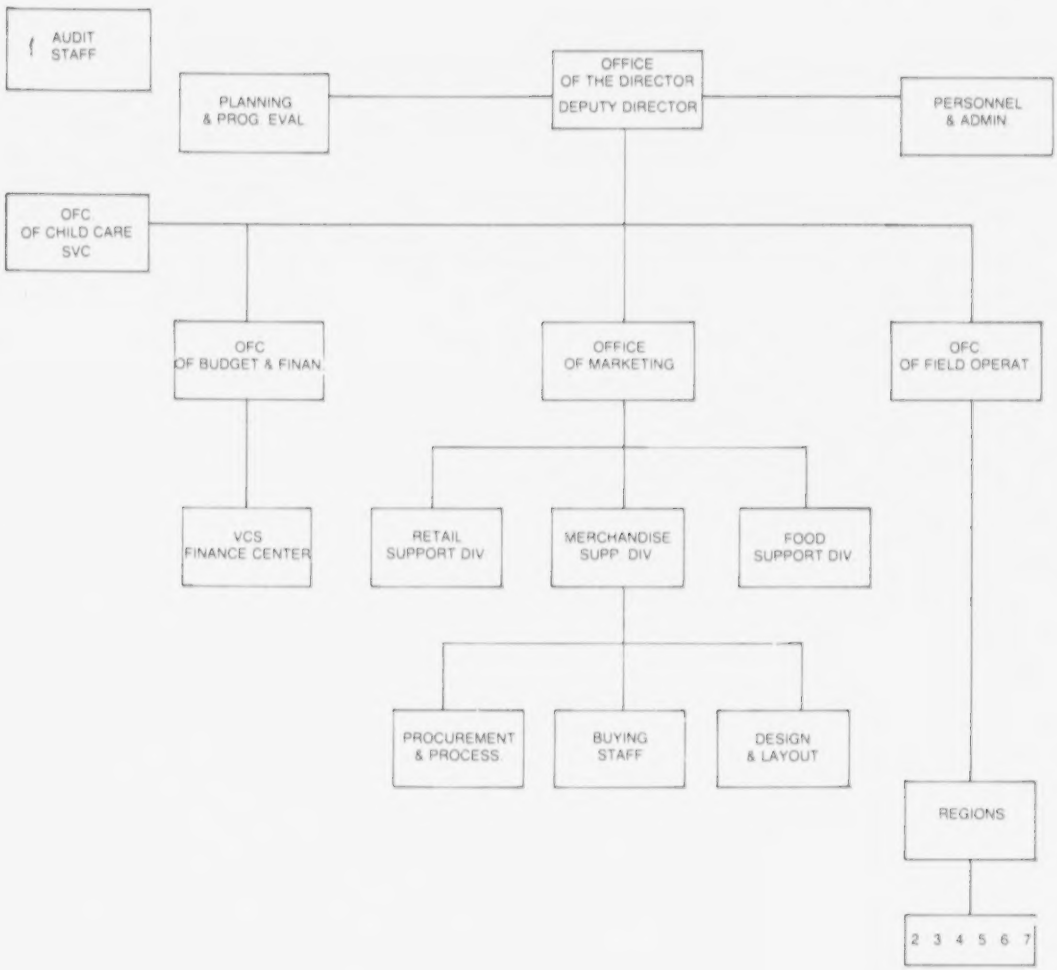
Canteen chiefs select merchandise for their canteen from the PO-PALs in concert with a Basic Merchandise List which contains basic items required to be stocked at each canteen. This system offers personalized selection process allowing local and regional needs to be met.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS Sales by Department
FY85–FY89

Department	FY85	FY86	FY87	FY88	FY89
Retail	101,894,060	99,746,984	97,477,585	94,883,729	89,779,788
Manual Food	57,357,790	58,423,061	60,173,551	60,764,154	59,803,519
Automatic Food	7,291,871	7,565,202	7,738,370	7,851,448	7,929,039
Automatic Beverage	11,952,958	12,735,164	13,510,267	14,028,815	14,431,483
Service Departments	4,538,761	4,480,109	4,372,586	4,362,223	8,223,619
Total	**$183,035,441**	**$182,950,520**	**$183,272,359**	**$181,890,369**	**$180,167,448**

VETERANS CANTEEN SERVICE (VCS)



OFFICE OF COMMISSARY AND RECREATION AFFAIRS

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Ravi Sikand

A/OPR/ST/CR

Director
Ravi Sikand

Program Manager
Elizabeth Weber

Management Information Analyst
Donna Van Dyke

Compliance Officer
Elizabeth Gawen

Office of Commissary and Recreation

The staff of the Commissary and Recreation Office (A/OPR/ST/CR) has as one of its primary purposes, the responsibility of assisting overseas post associations in resolving problems and responding to questions. It has taken several initiatives during its five years of existence to provide support and guidance to over 145 American Embassy Employee Associations with gross sales and assets in excess of $122 million per year.

As a service organization we provide: procurement assistance and coordination, financial management assistance, a list of U.S. suppliers who are interested in conducting business with the associations, organization of regional association conferences for the discussion of issues common in the direction and operation of all associations, and provision of TDY assistance by consultants who give on-site management and financial guidance.

OPR/ST/CR is currently emphasizing the following areas of association activities: Developing and installing a standardized accounting software program for all associations, providing associations alternative sources of income, developing a blanket insurance policy for all associations worldwide, in-house training and formalizing a training curricular for association managers, assisting managers and spouses in obtaining positions within associations around the world as they are transferred, improving internal controls procedures for associations, and negotiating with wholesale suppliers and freight forwarders to increase the total number of suppliers to over three-hundred companies.

Several directives have been sent from OPR/ST/CR which provide guidance on topics ranging from proper ordering procedures for consumables, to the prompt submission of annual audit reports and semi-annual financial statements, IRS responsibilities, insurance and bonding coverages, and access rights and privileges to commissaries and recreational facilities. These directives have been based on existing *Foreign Affairs Manual* (FAM) regulations and recent revisions made to the FAMS. A comprehensive handbook, entitled *Guidelines for Operating Overseas Employee Associations*, is sent out to all post associations and updated annually. This handbook contains the regulations, and serves as a manual on effective association management. Additional manuals are being developed which will provide additional information and guidance to the managers on association services and operations. These will also be updated and distributed annually.

Presently, the office has professional consultants reviewing and analyzing financial statements and audit reports, and maintaining a comprehensive Data Base System on the worldwide employee associations. When requested by the associations, the office also provides TDY assistance by utilizing in-house or outside consultants in order to provide on-site financial, management and technical guidance.

Since October 1987, the office has been a totally non-appropriated funded activity (i.e. all management support assistance provided by the staff or experts, with the exception of one USG employee, are paid with non-government monies). A Central Fund Board of Directors representing foreign affairs agencies is responsible for this NAFI and under the guidance of the Chairman (Deputy Assistant Secretary of Operation) establishes the policies of the office. When requested, on-site visits to post associations are conducted at the conclusion of a conference. On a regular daily basis, assistance is provided to the posts on resolving procurement problems, inventory and financial controls, IRS problems, restaurant operations and insurance concerns. The office has a directory of U.S. suppliers interested in providing their goods/services to our operations overseas. It is the policy of the office to only deal and assist U.S. companies in marketing their goods overseas.

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CFSC-ZG-C
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Mike Ambrose
CFSC-ZG-L
(202) 325-0704

Golf
Paul Piper

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Dan A. Yount
CFSC-ZG-T
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Library Division
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Mail Code: CFSC-FSR
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Larry Krauska
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NAF Personnel Division
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Army Buying Procedures

Generally, procurement for Army leisure and MWR activities is accomplished at the installation level. Specific information regarding the addresses of individual activities may be obtained by sending a written request to the attention of the NAF Contracting Division.

U.S. NAVY

Naval Military Personnel Command
(Mail Code: NMPC-N65)
Department of the Navy
Washington, D.C. 20370

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Tim Rushdi
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Head, Civilian MWR Activities Branch
Nelson Pearsall
Mail Code: 658
(202) 694-4841

Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy MWR Division. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. AIR FORCE

Air Force Military and Personnel Center
Directorate of Morale, Welfare & Recreation Operations
HQ AFMPC/DPMS
Randolph AFB, TX 78150-6001

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Dr. Lonnie Simmons
(512) 652-2353

MWR Promotion
Ms Carlson
(512) 652-4945

Chief, NAF Purchasing Division
Lt.Col. Stuart R. McGhee
(512) 652-5426

Chief, Purchasing Programs Branch
Tom Miller
(512) 652-6931

Chief, Contracting Management Branch
Sam Bunch
(512) 652-6932

Air Force Buying Procedures

Further information about the decentralized Air Force club and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate. Specific information regarding the addresses of individual clubs and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

U.S. MARINE CORPS

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Morale, Welfare and Recreation Support Activity (MW)
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Assistant Head
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Chief, Services
Vacant
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Assistant Head (Action)
D. Gregory Gordon
(703) 640-3824

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

Index to Military Resale Professionals

Abbott, COL Danny L . 208
Abe, Elzo 244
Abrajano, LT Roger A.. 226
Acampora, Cheryl 223
Adams, Jack 194
Adams, John D 235
Adkins, Becky 219
Adkins, Pat 187
Agcaoili, Geraldine 232
Agnor, Jr, Col Raymond M
..... 210
Agurkis, Paul 224
Aitkenhead, Rennie 224
Akridge, John 183
Alexander, Rita 162
Allen, Linda 184
Alleva, Ronald J 183
Allman, Maj Clesson D. 162
Almenger, Baby 244
Almoite, Chief Manuel.. 236
Amato, Paul 214
Ambros, Mike 252
Anderson, CAPT Donald A
..... 235
Anderson, Laurel..... 242
Andrews, Ann P 230
Andrews, COL William R
..... 206
Antosh, LTC Thomas F. 215
Argento, CDR Terry ... 226
Arias, Fred 162
Arick, BGen John C ... 240
Armer, Jerry 219
Arnold, Kathy S 210
Arnold, Zella 241
Arrisi, MAJ M 216
Ashley, CAPT Robert .. 208
Asuncion, Mel 183
Atkinson, Col DE 210
Atkinson, Donald..... 192
Atwood, Jr, Donald ... 160
Austin, James R 161
Austin, James R 230
Aux, COL George W .. 252
Avallone, Michael 222
Bachman, SHI Robert . 224
Bailey, CAPT John R .. 225
Baker, Col James C ... 213
Baker, David 253
Baker, James..... 187
Baker, Jerome 232
Balint, TSgt Cliff 166
Ballard, CWO Dennis .. 236
Banks, Jim 242
Banks, Marion 211
Banks, Raymond..... 233
Banks, Steven 241
Barber, Diane..... 248
Barden, Tom 225
Barnett, Mahone 214
Barr, CWO David E ... 241
Bartelt, William A 252
Bartlett, Vickie 243
Batt, Minnie..... 182
Bauer, COL Stephen M. 208
Bauer, Col Richard ... 213
Baum, Jerry..... 222
Beasley, MR 216
Beck, Marvin 161
Beck, Marvin 230
Beck, Patrick 243
Becker, Leo 216
Becker, Lou 224
Behrens, Linda 242
Belangia, Betty 230
Belbin, Lt Diane..... 226
Belcher, COL Bill G ... 230
Bell, Richard 240
Bennett, Charles P 252
Bennett, Chris 223
Bequette, Mary 243
Berger, Christoph 165
Bergman, Andre 242
Bernstein, Jay 225
Berry, COL RC..... 210
Berry, Sandy 215
Bessette, Mark..... 224
Bettinger, Patrick J 207
Beverly, James 182
Beverly, Michael W.... 187
Bickford, BG James E.. 210
Bienvenue, Lt Col RC .. 208
Bierman, Julie 181
Bill, Mullins 253
Billings, Denise 241
Binder, David 219
Bixby, Michael..... 190
Blake, Fred..... 162
Blake, James E 184
Blakely, Cheryl 183
Bleeker, Donald 181
Blevins, Jeff..... 223
Blickenderfer, LK..... 187
Boffa, William 213
Boggio, Martin..... 190
Bohannon, Lt Col Kenneth
..... 208
Bolduc, SGM Michel... 190
Bonander, Sandra 183
Bondi, RADM Peter A . 210
Bonogofski, CWO Max
..... 236
Boone, Larry 224
Bosco, CDR Arthur ... 215
Boselie, Peter 190
Botvidson, Cheri 181
Bouck, Russell R..... 248
Boudreau, Pam 242
Boutelle, Owen C..... 232
Bowen, Diane 222
Bowen, Elmer 182
Boyle, Jack 213
Bradley, Jerry 215
Bradley, LTC Jerry 214
Braniff, CDR Gregory .. 207
Bransford, Edward 215
Brantley, William J ... 252
Bravo, John 213
Breheny, Martin 219
Breland, Rod 184
Bremmer, Marion 242
Brent, Tammy 242
Brett, Al 222
Brewer, Larry..... 181
Brewer, Paula 184
Briehaupt, Dan..... 187
Brimhall, Michael F ... 233
Britt, COL Thomas W . 208
Britt, John 211
Brock, Jr, LTC Edwin R
..... 252
Brockington, Merle 184
Bronson, William F 181
Brookheart, Maj Warren
..... 165
Brooks, CDR Ted 225
Brooks, Russell 215
Brooks, Thelma..... 242
Brown, Belinda 162
Brown, Carey..... 232
Brown, LTJG Tim 235
Brown, Sharon 181
Brown, Jr, CMSgt Horace
..... 162
Browning, BG Richard E
..... 210
Bruess, James..... 162
Buffaloe, Ken..... 184
Bunch, Sam 253
Bunten, CAPT David ... 226
Burch, Gaye..... 233
Bussiere, CWO Tom .. 235
Buster, Willie..... 190
Byrd, Margie 182
Byrd, Robert 219
Callaway, Jack..... 194
Callen, Carolee 253
Calloway, Sandra..... 242
Camblin, LtCol Mary .. 213
Campbell, Tina..... 223
Campisi, Gharles..... 233
Cantrell, Kevin 184
Canzoneri, Frank..... 224
Capitano, Elaine..... 162
Caprara, Joseph A 254
Capuccio, Amy 224
Caputo, Louis J 219
Carden, Jan 224
Carlson, Anne 253
Carofalo, Arlene..... 222
Carpio, SSCM 238
Carr, James..... 232
Carreon, Ralph 190
Carroll, Cheryl 184
Carscallen, Mark..... 235
Cart, Ed 219
Carter, Demetria 219
Casey, Andy..... 243
Casey, David L 210
Cashman, COL James F
..... 207
Cassel, Gloria 162

Castleberry, Col John .. 213
Cato, LTC Lemuel J ... 190
Cerino, Mary 222
Cezar, Linda..... 244
Chambers, CDR Tom . 226
Champlin, COL Guy C . 207
Chandler, Randy 240
Chap, Larry 223
Check, William A..... 252
Cheney, Richard 160
Chiesa, Ray F 206
Childers, COL Charles K 207
Childs, Pamela..... 181
Christopher, Patricia... 232
Cizek, CDR Jeff 219
Clark, Georgia 244
Clark, LTC John 214
Clark, Ron 165
Clendenon, Peter..... 184
Cleveland, June 190
Cocoran, LT Lewis 235
Coghill, Alice 208
Cogley, Ron..... 244
Cohoon, Leslie..... 190
Coker, Larry G..... 232
Cole, RADM Brady M .. 206
Coleman, Arthur 162
Coles, Russell 211
Collazo, Tony..... 166
Collom, Jr, MC 216
Colosa, Frank..... 224
Coltrain, Avis A 183
Combs, Vic 183
Conklin, Susan 253
Conley, Cloyd 215
Connelly, Chris 253
Connelly, Richard J ... 206
Conners, Thomas M .. 210
Conrardy, Peter 166
Constant, Rod 184
Coody, Bill 182
Cook, Bill 222
Cook, Janet 206
Cooper, Mike..... 184
Cooper, Ronnie 254
Corrada, Candido 165
Correia, Wayne J..... 230
Correll, 7APT CD 207
Cosenza, Phyllis 223
Cota, Philip V 252
Cottrell, CAPT Michael . 219
Cougevan, Dan 223
Court, CWO William ... 236
Craig, Delmar V 232
Craig, Keith A 252
Crane, Judy 182
Crawford, Carmen..... 211
Crawford, Col TJ..... 208
Creel, COL Joe C..... 207
Cresanti, Samuel E 240
Crespi, Pam..... 253
Cribb, Larry 242
Cross, Sandi 222
Crumley, Margaret (Peggy) 213
Cruz, SHCM Manuel ... 219
Cucciniello, John 224
Culley, Henry..... 182
Culp, Billy 242
Culver, Paul..... 161
Culver, Paul..... 226
Cunningham, MAJ Philip 213
Cunningham, Michael . 187
Curry, Christina..... 225
Cusick, BG John J 210
D'Errico, Leslie 216
Dahl, Edmund 219
Dalbey, Jeffrey R 252
Daniel, Dennis..... 187
Daniel, Marjorie..... 184
Darcy, Joseph 224
Dave, Cosco 253
Davidson, Dee..... 241
Davidson, James P ... 162
Davidson, RADM JP... 206
Davis, Ben 194
Davis, Col Norman J... 190
Davis, CPT K Wesley .. 190
Davis, GySgt Floyd 244
Davis, Mike 184
Davis, Robert..... 190
Davis, Robert..... 222
Davis, WF(Buddy)..... 236
Davis, William C 230
Day, Jr, Curtis..... 165
De Francesco, James . 210
De La Torre, Mary Lou. 242
Dean, COL WM 208
DeAngelis, Al..... 214
DeBok, COL Phillip C .. 214
DeGaetano, Anthony... 219
DeGiovanni, Anthony .. 224
DeJong, COL R..... 210
Dellas, Ray W 206
Dellinger, George 207
DeLoach, CW3 Jessie J 233
Delorenzo, Cdr J 214
DeMarchis, Louis 213
DeMarco, Maryann 213
DeMonte, Janet..... 224
Dempsey, COL Ross M 208
Denton, Harold 165
DeRossi, Joseph 190
Derrico, George 181
Deutsch, Jerry..... 223
DiCarlo, CWO Mike ... 235
Dickman, Col Verlin D . 181
DiClerico, Paula..... 222
Dietsch, Shirley J 230
Dilg, Marvin..... 242
Dillenbeck, Col Richard C 190
DiMartino, Frank..... 187
DiNardo, Donna..... 211
DiSalvo, Anthony..... 226
DiTomo, Gus..... 213
Dix, Roger 190
Dixon, John..... 224
Dodson, Patricia 242
Doelp, Frank J..... 213
Doherty, James A 161
Doherty, James A 162
Donahoe, Col James .. 192
Donkersloot, BJ..... 216
Donovan, LG 208
Donovan, TZ 211
Doonan, Jean D 232
Doster, CWO Mary J... 235
Dougherty, LTC Joseph M 208
Doutre, James..... 183
Dove, Edward 226
Dovey, Linda 181
Dowling, Michael J 161
Dowling, Michael J 214
Doyle, Hilde..... 182
Dreska, MG John P ... 161
Dromey, Matt 181
Duell, Gary..... 166
Duke, Sue 183
Dulaney, Lawanna..... 187
Dunn, Florence I 230
Dunn, George L..... 207
Dunn, Lt Col William C. 190
Durham, LT John 238
Duvall, C Dale 248
Dykes, Capt (Sel) Carson 241
Dziwki, Joseph 252
Earp, Robert 192
Easter, Clayton 190
Ebbers, CAPT RE 210
Eddings, William..... 183
Edlow, Marian K 230
Edmonds, Dorothy 242
Edwards III, Arthur T .. 162
Eggert, MSG James ... 232
Elias, LTC Thomas E .. 208
Ellis, BG Joseph T..... 181
Ellis, Gloria 232
Elszy, Robert..... 224
English, Russell..... 181
Engroff, John..... 183
Engstrom, SFC Ingrid S M 232
Ervin, Charles C 165
Estes, Wendell L..... 162
Evans, Don 240
Eycke, Thomas E 210
Fabbri, Richard 215
Fagan, LTC James..... 214
Fahy, Mike 222
Fair Val, Stephen 187
Fantano, Jerry 224
Farina, Terry 242
Farr, Jan 241
Favale, CP 232
Fear, RE..... 208
Feehley, Linda M..... 232
Felix, Betty Jo 222
Fencl, Joyce..... 207
Ferguson, Gordon..... 214
Ferrari, Fran..... 225
Feuer, Paul H..... 219
Figueras, John D 230
Filippi, Henry A 206
Finnie, Ashley 165
Fisher, Andy 183
Fisher, ENS Bruce 236
Fisher, Ltc Robert C ... 213
Fisher, Tom 233
Fitzgerald, Ed..... 187
Fitzgerald, Gerald 253
Fitzgerald, Kathleen.... 213
Flaliolia, Vincent 215
Flanagan, COL William . 161
Flayton, Barry 222
Fleming, COL Paul A .. 210
Fleming, Frances F 230
Flessate, Gerald C..... 206
Flewellan, Forrest 210
Flint, HT 207
Flowers, CMSgt Thomas C 181
Folio, Vince 161
Fontenot, MAJ Ronald . 252
Ford, Tom 248
Foreman, Carl E 181
Forsyth, Karen J 182
Fortin, LTC Robert 216
Foster, Rebecca 184
Fowler, Calvin Y 217
Fowler, Col Terry Foler. 166
Fox, Charles A..... 190
Foy, Thompson R 190
Frazier, Orman..... 181
Fredericks, Margaret... 243
Freedman, David H ... 230
Freeman, Wesley 232
Freiert, Paul..... 248
Friedland, Herb 225
Friel, Col W J 210
Fromm, Paul E 181
Fronczkowski, CAPT Ralph 216
Froom, Thomas..... 190
Frye, Winona..... 224
Fulcher, Florence 243
Funari, Emily 165
Furlong, John 242
Fyfe, CAPT Jay 219
Gaberial, Liz..... 243
Gabrielson, LtCol Sally . 165
Gainsa, Camille 224
Gallagher, Tom 187
Gallicchio, Pamela..... 224
Gallo, Frank 242
Gamblin, Peggy..... 184

Gameng, CWO EL 235
Gant, Jr, Elvin J 232
Garland, Carol L 254
Garrett, CAPT Paul L .. 207
Garrison, Jacqueline E . 232
Gartleman, Larry 215
Gary, 111, COL Clyde E 208
Gastin, Michael 161
Gattis, JoAnn 222
Gawen, Elizabeth 250
Geis, LCDR Everett 217
George, Col Wallace E . 207
Geroni, John 219
Giacalone, Louis V 216
Gianini, Vera 210
Gibbs, Capt David 214
Gibson, Don 240
Gilbert, Betty 183
Gilbreath, Vance 215
Gildersleeve, James ... 190
Gillet, Bernard 181
Gilliam, Ray 190
Giorgianni, Lenore..... 214
Gist, Leon 165
Givens, COL James ... 215
Gladish, John T 232
Glisson, James E 187
Goar, Col Larry J 207
Godard, Lavern S 230
Godfrey, R Richard ... 165
Godwin, Barbara R ... 230
Gohmert, Martha 184
Goldbeck, Mary 241
Goldberg, Herbert 219
Goldfarb, Max 165
Gomes, Denise M 233
Gonsiewski, Helen 225
Gonzalez, Leslie..... 224
Goodman, MAJ Douglas E 233
Gorden, Barry 192
Gordon, CWO Tex M .. 230
Gordon, D Gregory 254
Gordon, William V 206
Gore, COL Willie L 208
Gormley, Brian J..... 253
Gott, C Deene 165
Gould, CAPT Jeffrey P . 208
Gove, Ronie..... 166
Grady, Margaret 165
Graffagnini, Joan 181
Grasnick, Larry 233
Green, Jerry..... 165
Greene, Jerry..... 223
Greening, Ronald 232
Greiman, Capt Donald R 161
Greiman, Capt Donald R 162
Greiner, Bill 243
Greth, David 224
Griess, Lt Col Wayne D 161
Griess, Lt Col Wayne D 165
Griffin, Bill 224
Griffin, Oren H 214
Grillo, Dennis..... 190
Grimes, Kenneth A ... 187
Grippy, Frank..... 182
Grooms, Judy 243
Grosse, Col Vinson G .. 207
Habgood, Col Carol.... 181
Hackleman, COL Ferris J 206
Hafner, Liz..... 242
Hairr, Bart 166
Hale, Rick 165
Hall, CAPT David W ... 210
Hall, Dwight..... 161
Hall, Dwight..... 165
Hall, Terry 226
Hall, William 191
Halperin, Jeffrey 215
Hamilton, 1LT Charles R 230
Handel, Martin R..... 181
Hanks, CWO Ron 235
Hanley, Richard 213
Hanson, John 190
Haralson, Nelcina 181
Harder, CDR Larry D .. 208
Hardt, Frank C..... 190
Harkins, Meg..... 242
Harrington, LCDR D ... 235
Harris, George..... 225
Harrison, James (Jim) . 240
Harvey, Tracy 184
Harvey, Wenona 216
Harvie 111, John S.... 210
Harville, COL Jerry L .. 207
Haskin, Sammie 216
Hassebrock, Lt Col Roland A 208
Hasty III, Winfred L ... 230
Hasty, Wynn 161
Hathaway, CPT S 215
Hathaway, CPT S 216
Havelka, Lt Col William F 208
Hawkins, Harold E 254
Hawkins, Michael D ... 162
Hayes, Capt Michael B . 241
Haynes, Beverly 224
Hecker, Iris 222
Helikson, Col Larry D .. 210
Helsinki, Joseph A 216
Hemphill, Lynda 181
Henry, George..... 232
Henry, MG Charles R . 206
Henry, Wayne G 194
Herbin, Donna..... 184
Hermanson, MAJ Melanie 232
Hernandez, Arthur 215

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Hernandez, Josie..... 162
Herndon, Jr, Col Floyd. 181
Herzog, Susan..... 243
Hibbard, Bill..... 181
Hickman, RADM Donald E
..... 206
Hicks, Maj Mary 241
Higley-Krowka, Carrie.. 190
Hill, Anita..... 182
Hill, Claude 187
Hill, Diedra W 253
Hill, Ole 183
Hilz, Patrick..... 187
Hinson, MAJ Gary..... 252
Hintz, Jerome 182
Hobbs Jr, LTC Quincy C
..... 208
Hodges, Jr, Huge M... 230
Hoerter, Sharon 183
Hoffman, Gene 224
Hoffmann, Glenn 223
Hogan, Betty 166
Holder, Col Frank 207
Holgerson, Glenna 224
Holland, COL Francis B
..... 208
Holloway, Dr G Yvonne
..... 165
Holloway, Marie R 233
Holmes, LTC Jeffrey .. 214
Holzhammer, Hans 190
Honea, Renea 184
Honn, Kenneth..... 162
Hood, Dan 208
Horan, Sandy..... 165
Horejs, Edward A 252
Horn, Jr, Col GH..... 210
Horton, Pam 242
Hotaling, Ray..... 253
Howard, D 216
Howard, James..... 183
Howell, Lt Col James .. 162
Howk, William C 183
Hoyt, CAPT CA 'Joe'... 226
Hubbard, CWO Butch.. 236
Hubbard, Norma..... 243
Hudgins, CWO Earl ... 236
Hudson, Anthony W .. 206
Hugeback, Vivian..... 242
Hughes, John T..... 230
Hughes, Marie..... 165
Hull, James 166
Hume, Glenda 184
Humphrey, Bobbie R .. 162
Huntley, Kim 215
Hurst, Margaret 216
Huston, Jerry..... 182
Hyatt, Matt M 215
Ibsen, Jeff 194
Imberi, Doug 207
Ingham, Colleen F 233
Isaacs, Robert A..... 232
Jackson, Charles..... 211
Jackson, Dorothy I 230
Jackson, Gene..... 222
James, Beverly June .. 208
James, Judy 184
James, Sonny 190
Jamie, Stolz..... 184
Jarvis, MAJ Michael .. 216
Jehn, Christopher 160
Jellen, MAJ Linda 252
Jenen, Tallis 243
Jenkins, Jeff 243
Jenkins, Lois A 232
Jenks, Col Michael M.. 181
Jeu, Joseph H..... 240
Johnson, Billy E 232
Johnson, CDR Jay C... 210
Johnson, Crosby H ... 161
Johnson, Crosby H ... 230
Johnson, David..... 190
Johnson, Frank I..... 213
Johnson, LCDR Ron .. 235
Johnson, Melva..... 182
Johnson, MSG Harold L
..... 230
Johnson, Jr, Frank I... 210
Jolley, James..... 184
Jones, CWO Margarita . 241
Jones, Gary 191
Jones, Gene A..... 183
Jones, Gordon..... 161
Jones, Ken R..... 165
Jones, Kenneth 213
Jones, LTG Don 160
Joy (Ret), BGen JR.... 254
Kaczmarski, Ken 224
Kahla, MGen Jeffery D . 176
Kalinowski, Raymond . 215
Kalmer, Kris..... 190
Kambeiseman, Karl W . 206
Kania, Walt 190
Kapp, Anthony..... 248
Karp, Paul 222
Kaufman, Carl W 213
Kaufman, MAJ Donna.. 217
Kauhane, Sharon 244
Kealey, William 216
Kean, Peggy 183
Kearney, Kay 243
Keating, Dennis 191
Keely, Sr, Rex 184
Kekos, JJ 216
Kelly, Agnes..... 232
Kelly, Charlyne 222
Kelly, Larry 253
Kenny, William 214
Kenworthy, LTC Donald B
..... 252
Keppler, Jeffrey..... 224
Kerr, CPT Elois 232
Kershner, Richard E .. 232
Kiefer, Thomas J..... 232
Kimple, Steve 183
King, GT..... 165
Kinsman, Francis R.... 252
Kirkpatrick, Patricia.... 182
Kitchenman, John..... 213
Kjellesvik, SSgt Stacey . 162
Klepper, J Dolores 230
Knapp, Thomas J 206
Kobernus, Col George . 210
Kowalski, CAPT Fred .. 226
Krauska, Larry..... 253
Kress, LCDR John..... 235
Krewson, Pat..... 243
Krinsky, MSgt Elliot D . 162
Kruse, MAJ Al..... 214
Kubiak, LTC Richard A . 252
Kucinski, Natalie 222
Kuhn, COL Ronald M .. 208
Kuhns, CAPT Howard E
..... 213
Kukowski, Ann..... 225
Kunitsugu, WO Kathryn
..... 241
Kurisu, Harlan 240
La Pointe, Robert 219
La Rue, Pam 240
Labay, Bill 226
LaBounty, COL James W
..... 200
LaGasse, John..... 223
Lai, Herb 184
Lake, Curtis 215
Lalli, COL Charles G ... 232
Lamoreaux, Chuck 190
Lane, Jr, MSG Federick E
..... 232
Lanier, CDR TD 226
Lankford, Samuel 181
Lansang, CWO Ernest . 236
LaPare, Caroline 242
LaPorte, Maj Alfred (Ace)
..... 241
Larkin, Jim..... 223
Latos, Philip 187
Lattig, Susie 182
LaValle, Arthur A 219
Lavin, Richard P 216
Leach, Wilbur J 187
Leavitt, Jack 183
Lee, Louis 182
Lee, LTJG Rocky 238
Lee, Sandra..... 223
Leide, Sylvia 224
Lemon, Dan 184
Lenius, COL Harlan J .. 206
Lenz, Hanna Lore 184
Leslie, Charles R 230
Leutwyler, Capt Dave .. 241
Levin, Gussie..... 222
Lewis, Linda 222
Lewis, Martha 243
Libretto, Joan 222
Liddy, Jr, John 162
Lieberman, Alan 222
Lindell, Louise 182
Lindroth, Dorritt 233
Lindsay, Lou 184
Linsen, Jay 222
Littlepage, Ken 233
LoCasto, Joseph 224
Lopez, Alvin (Al) 240
Lord, Lou..... 190
Lorraine, Jacque..... 161
Lorraine, Jacque..... 225
Loughlin, Col Thomas . 254
Loughlin, John J..... 232
Lubich, LT M..... 216
Lucas, MA 252
Lumbley, Dave..... 190
Lumpkin 111, 1stLt Lamar
..... 241
Lutz, Gary G 161
Lutz, Gary G 230
Lynn, James 211
Lyon, LCDR Michael... 226
Lyon, Rick 182
Maas, CDR..... 238
Macalis, Jr, Joseph ... 214
Macfarlan, Neil W 254
Mackiewicz, Richard .. 219
Mackrain, William 161
Mackrain, William 166
MacMahon, Peggy 242
Madden, Jim 215
Maddon, CDR David .. 226
Madrazo, Kathy..... 224
Mahoney, James..... 182
Mahoney, John 222
Major, CWO Mike 236
Major, Jr, COL William J
..... 252
Malene, LTJG James .. 238
Malhiot, Mary 236
Malinowski, Robert.... 187
Mandel, Barbara 183
Mandel, Harold 184
Mangravetti, Barbara... 222
Manno, CDR Fran 219
Marchesi, Patricia..... 216
Marchman, Maj Sylvester
..... 213
Marcy, COL John 208
Marecki, John 219
Marko, B 211
Marr, Mira 182
Marrow, Joyce..... 183
Marshall, Harry W 187
Marshburn, Merwin ... 240
Martin, Cindy..... 242
Martin, CWO Ray 236
Martin, Wayne..... 162
Martinez, Eloise..... 243
Marty, MG Fred F 252
Mason, Lt Col A 210
Mauk, Edward 233
Maund, G 208
Mawson, CDR John ... 213
Maxey, Jerry 182

Mays, Fred A 232
McAffee, Nadine 226
McAtee, Pauline 190
McCabe, Peggi 224
McCarter, Monte 181
McCausland, Lt Gen Charle 206
McClain, DM 183
McClain, Mike 184
McCoin, Jr, COL Lloyd . 206
McCollum, Patty 243
McConduit, Dennis ... 184
McConduit, Ethel 184
McCoy, BG Ray E 206
McCoy, Ed 253
McCue, John 233
McDaniel, Danny L ... 187
McDonald, Col Charles W 210
McDonald, John 166
McDonald, Robert J ... 224
McDonold, CAPT John 253
McEwen, Chris 224
McGaugh, CSM Harold L 230
McGhee, LtCol Stuart R 253
McGinty, Bob 225
McGowan, John 165
McKenny, MAJ Fred .. 160
McKenzie, Alex 183
McKinney, James 181
McMains, Helen 243
McMillan, Colin 160
McMillan, Helen 181
McMullen, Margare ... 252
McMullen, William 253
Medetsky, Irving 225
Meehan, Joe 253
Mehler, William F 230
Mehta, Pradip 184
Melville, Mary Ann 248
Mencer, Carl 242
Merced, Luis 192
Metcalf, LCDR Tom ... 253
Metzger, Col Thomas H 213
Metzinger, Lt Col Gary . 165
Meyers, SGM Kenneth 233
Miceli, Sam 222
Mikell, Ben E 230
Mikulecky, Mike 182
Milam, Charles 233
Milanes, Caherine 222
Milks, Thomas E 230
Miller, BG Kenneth G .. 208
Miller, Dennis 248
Miller, George 181
Miller, Kathy 253
Miller, Kim 243
Miller, Tom 253
Milliorn, CMSgt George 165
Mills, MAJ Andrew C .. 216
Minissali, R 243
Minnick, LT Brooks.... 235
Moffett, CMSgt Russell 162
Mohlman, Donald 224
Molholm, Kurt N 210
Molino, Robert 210
Monroe, CAPT Gary E . 219
Montague, Joseph..... 215
Moody, Mark..... 183
Moon, Valerie 222
Moore, CAPT RS 208
Moore, Earlene 182
Moore, Kay 243
Moore, Terry 183
Moore, Walter 224
Moratzke, Lother..... 216
Morel, COL Cesar RE .. 230
Moreland, Michael 182
Morgan, Denise..... 161
Morgan, Edith 230
Morris, Col JK 207
Morris, Don..... 165
Morris, LCDR Bill 235
Morrison, Harry J 219
Morton, COL Curtis A.. 207
Moser, James 222
Mosley, Wallace A 194
Mulenkamp, Roger 181
Mullen, CWO Robert... 241
Muller, CWD Robert ... 243
Mulrean, Cheryl 222
Munn, Bill 190
Munroe, CWO BL 236
Munsey, Bob 184
Murphy, Col William F . 207
Murphy, CWO Ray 235
Murphy, James 226
Murray, Maureen 219
Murray, William 215
Musgrave, CAPT A 208
Mut, Tayfun..... 190
Mutter, CWO Ron 236
Nadell, Robert 223
Nakano, Kelly..... 244
Nakaue, William 214
Nardone, Tom 222
Nelson, LT Rocky 235
Nelson, Rose..... 183
Nevas, Al 217
Newman, Kurt 187
Nichols, Carrie 182
Nichos, Sr, Harry 166
Nilsson, Will 190
Nixon, Patrick 161
Nixon, Patrick 240
Noland, Rae..... 232
Norder, Earl H..... 181
Norell, Ron 181
Norman, Mark..... 192

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Norris, COL Jack K.... 252
Norton, Toni 232
Nutter, Harry 213
Nuzum, Capt (Sel) Kathleen A..... 241
O'Brien, RM..... 211
O'Brien, Suzanne..... 181
Odom, Charles..... 165
Oey, Aimee 222
Ogbugbulu, Jimmie ... 182
Oliverio, Frank 182
Olsen, Mike 244
Ono, Yoshihiro 244
Ontko, John J 252
Ormiston, Guy..... 183
Ortiz, RJ 224
Oster, Brig Gen Jeffery W 210
Ott, CAPT Gene F 207
Owen, Laurel 182
Owen, Laurel 182
Owens, James L 213
Ozegovich, Anne 223
Pabst, Tom 187
Palmer, Melvin D 165
Palumbo, Capt Guy ... 165
Papageorge, Lucille ... 182
Park, Dennis 242
Parker, Glennis 183
Parker, LCDR Richard . 216
Parkes, Rosita O..... 230
Parks, LTC Donald L .. 208
Parrish, Barbara 219
Parrish, Ken..... 224
Parsons, CAPT Donald S 210
Pastore, Alice 224
Paterick, Jacquie 183
Patrick, Roger 253
Patronaggio, FA..... 232
Patton, Robert..... 240
Pazak, LTC M 210
Pazur, Theodore F 181
Pazzano, Priscilla 252
Peach, Ron 244
Pearsall, Nelson 253
Pegues, Jack..... 162
Pelfrey, Phillip T 187
Perez, Enrique..... 232
Perez, Roger 184
Perkins, LTJG Mark ... 236
Perkowski, Kathryn 183
Perrotte, Ken 161
Perrotte, Ken 162
Perry, John V 165
Petras, Gary A..... 181
Phillips, LTC Dwight E . 233
Phillips, Peggy..... 161
Phillips, R Lee..... 241
Pieper, Walter 182
Pina, Manuel 165
Piper, Paul..... 252
Pipes, Gloria 243
Pleffner, Lynn 223
Poffenbarger, C 191
Polk, Lt Col Stan 161
Polk, Lt Col Stan 165
Polley, CDR John 225
Pool, Sue..... 187
Postel, Charles W 233
Powell, Valerie 211
Powers, Pat..... 232
Powers, Sidney H..... 233
Prather, CWO Steve ... 236
Preddy, Yvonne..... 183
Preslar, Roger L 165
Price, Ernest 241
Price, John 241
Price, Joy 184
Priestley, CWO Van.... 236
Prince, EL 210
Prouty, Rod..... 240
Prybyla, Ihor 165
Puchon, Donna 211
Puleo, Ashley..... 243
Purpi, Jennie..... 224
Quain, Cathleen 248
Quigley, George 181
Quintana, Robert..... 183
Quirk, CAPT David J .. 210
Rabb, Richard 184
Rabdau, Joel A 248
Raby, Cecil..... 240
Rachel, James..... 215
Radcliff, Louis 216
Radler, Guenter 191
Rafaloff, Al..... 222
Raines, Mary 241
Ramirez, Martie 182
Ranieri, Walter 213
Ransom, Anna..... 183
Ranson, Dave 253
Ray, CWO Glenn 235
Raymond, Mary..... 216
Recely, CWO Ed 236
Reed, COL Rodney P .. 184
Reid, Gloria 223
Reinertsen, Viki..... 224
Reinkober, COL Thomas E 210
Rembold, Aubrey 187
Renaud, Ronald E..... 232
Reppert, Jeff 225
Rhinerson, Claudette... 215
Rhoades, Jackie 184
Rhodes, Paul M 232
Ricci, Alexander 225
Richards, Fred..... 182
Richardson, Col Charles 207
Richardson, Martha ... 184
Rickenbacker, Lt Col Edward M 216
Ridder, COL William E . 230
Ridley, Mack 240
Rijfkogel, Herman 241
Riley, Eugene..... 233
Ritter, Carl..... 216
Ritzel, CAPT Charles... 225
Roach, Phil 187
Roberts, Henry T..... 181
Roberts, Ivone (Chuck) 240
Robison, BG Thomas W 190
Rodgers, Tony..... 243
Roeck, SKC John 236
Roessler, Joseph T.... 219
Roessler, Mark 182
Rogers, Bob 184
Rogers, Col [illegible] 162
Rogers, Robert 190
Rohrer, Mike 190
Rolleston, William..... 240
Romanick, MAJ David . 216
Root, Patricia S..... 232
Rose, John C..... 232
Rosema, Corinne 241
Ross, John 248
Ross, Lelia..... 182
Ross, LTC John L..... 184
Rothschild, Marc..... 224
Roush, LTC John W .. 208
Routzhan, Jay 161
Rova, CDR Bruce 226
Roy, Roger C..... 206
Rudd, Claude T 230
Rudy, Doug 242
Ruff, Donald C..... 184
Ruggiero, Vincent 219
Rushdi, Tim..... 253
Russas, John..... 219
Russell, Bill 183
Ryan, R Paul 210
Saari, Donald A 210
Sager, Heidi..... 184
Sanano, Marjorie..... 242
Sanders, Verdell 224
Sanderson, Yvette 183
Sanderson, Yvette 183
Santoro, Kenneth 214
Santos, William 213
Saperstein, Gerald..... 181
Sass, LTC James 160
Sattoff, Jennette 243
Sauder, Danny B 190
Saunders, Cecil E 232
Saunders, Rose..... 242
Scanipico, Tony 187
Schaefer, George C.... 253
Scheufele, John G 190
Schoppe, LtCol Gerald . 241
Schottenbauer, Michael B 230
Schuh, SSC RE..... 235
Schwab, Jean M..... 240
Schwemmer, John J .. 214
Sclater, Daniel..... 161
Scogin, Mary K..... 232
Scott, Alicia..... 182
Scott, Col James..... 166
Scott, GySgt LB 243
Scott, Harry..... 194
Scott, Jim 187
Scott, Lt Col Darryl A.. 210
Scott, MAJ Kevin 216
Seaberg, LTC David R . 230
Seay, Clifton G 190
Segal, Donald 213
Segar, Neice 211
Sharkey, Jr, William... 160
Shaw, David 232
Shea, CWO Anthony P 238
Sheetz, Col Roy D 253
Sheff, Richard 191
Sheldon, Lt Col Steven H 207
Shelton, James 162
Sheriff, John R 232
Sherrel, Floyd 184
Sherrill, MAJ Jody 216
Shetler, CWO..... 235
Shook, Del 162
Shotts, Howard D..... 210
Shreiber, Milt..... 222
Shumaker, Diane 222
Sidall, Tom 182
Siege, Eileen 219
Siegel, Jeff..... 223
Siegman, Howard 225
Sikand, Ravi 250
Simmons, Dr Lonnie .. 253
Simmons, James 181
Simpson, Carol 210
Simpson, LCDR John .. 236
Simpson, Scott 161
Simpson, Scott 226
Sine, Jr, Robert J 161
Sine, Jr, Robert J 162
Sisseck, CWO 236
Skirbunt, Dr Peter D... 162
Sliman, Capt Mike 165
Slone, LtCol M Stanton 166
Smell, CWO Michael... 236
Smink, Paige..... 243
Smith, Austin K 230
Smith, Bobbie 184
Smith, CAPT CT 210
Smith, Carl W 165
Smith, Daniel..... 213
Smith, Jack 165
Smith, James E..... 232
Smith, LCDR John 235
Smith, LTC Gary F 252
Smith, Shari 162
Smith, Tom 222
Soby, Maj Richard 162
Somerville, Sherri 183
Somosky, Alex..... 240
Sontag, Joel 187

Sorensen, Paul 224
Sorrentino, Tony 224
Sparling, Ed 183
Speight, Roy C 162
Spencer, Antonio P 184
Speranza, Anthony W . 216
Spradley, Clarence 161
Spradley, Vic 165
Sprague, Buna 242
Springer, Margaret 213
Squitieri, Virginia 224
St Arnaud, BG Charles E 230
St Romain, BG 182
Starkus, Donna 230
Starring, LT Skip 238
Steede, Richard 162
Stevens, Nancy 191
Stimmler, David 213
Stockburger, Chuck ... 219
Stoddard, GE 242
Stolz, Janey 184
Stonebrook, CWO David 236
Stover, Joe 233
Strickland, Nellie B 252
Stromp, Stephen A ... 210
Stroud, Lewis 240
Struyk, Russ 192
Stumpo, Carolyn 214
Sugihara, CDR Ronald . 226
Sullivan, Bill R 183
Sullivan, CAPT Reed .. 219
Summerlin, Robert ... 192
Summers, Cherry 211
Summers, Mildred 241
Susuki, Susan 244
Sutherland, Kathleen... 225
Swarts, Maj Gen Robert F 162
Sweeney, Julia 242
Swingle, Al 187
Sydlik, Don 184
Syracuse, Dennis A 232
Takemoto, Roy 165
Talley, William 184
Tate, Robert D 162
Taylor, Judy 242
Teague, Russell 181
Temple, W Douglas ... 230
Templeton, COL A 207
Tharrington, LTC Michael E 252
Thayer, David 215
Thomas, Evan E 181
Thomas, Hilda 224
Thomas, Lyle 222
Thomas, Rick 222
Thompson, Darryl A ... 207
Thompson, Herb 224
Thompson, Jim 165
Thomson, BG John M . 210
Thorton, Francis 242
Thurston, Jolene 248
Tindall, David 233
Tinsley, CWO Steve ... 241
Tokar, John 192
Tompkins, William 233
Torres, Luis 236
Towns, Travis 187
Trefsgar, Betty 161
Trevino, Antonio 187
Trevino, Eddie 187
Tripp, Bobby L 232
Trousdale, John 190
Trovarelli, Michael 213
Trujillo, Carmen 244
Trull, Joette 182
Tucker, Claude 225
Tucker, COL Gary C ... 206
Tufts, CDR John 226
Tunnell, Gary 183
Turner, COL Lewis T .. 252
Turner, LT Charles 216
Tye, Irene 242
Tyson, June 243
Utecht, Thom 219
Van Dyke, Donna 250
Vasquez, Joe 162
Vaughan, Charles 224
Verrier, FR 230
Vezeau, MF 207
Victoria, Lila 224
Villamagna, Andrea 224
Villeneuve, Steven 214
Vilnis, Ivars 166
Vincent, LTC E.J. . 161,242
Vincent, Lori 242
Vincent, Scott 242
Vinson, Theresa 187
Visker, CPT Edward ... 216
Vitola, Paul 219
Vitullo, Frank 181
Vitullo, Kris 222
Vivian, Davis 161
Von Trotha, Ed 192
Vreeland, John 241
Waelde, Jacquie 181
Wagner, Allen 233
Wagner, Beth 243
Wagner, CWO Doug ... 235
Wagner, Paty 224
Walden, Betty 190
Walker, Priscilla 244
Walker, Richard 233
Wall, Richard H 168
Waller, Harold 181
Walsh, BG Denis L ... 210
Walsh, Dennis 252
Walsh, Peggy 223
Ward, Diane 242
Ward, Earl V 165
Ward, Maj (Sel) William 241
Warden, Ken 183
Warnke, David 232
Washington, CPT Bette. 232
Watson, Howard 243
Weatherlow, CPT Lawrence 214
Weatherson, RADM HD 219
Weaver, Kenneth 181
Weber, Elizabeth 250
Weber, Lt Col James P 208
Webster, Dorothy 181
Weeks, Ray 226
Weiss, Herb 222
Weller, Dean 183
Welsh, Walter 214
Werres, Joseph A 184
Wessels, LE 216
Westin, CDR Mark 161
Westmoreland, Richard 233
White, Bob 165
White, David 162
Whitman, Cindy 243
Whitt, COL Sandra S .. 233
Whittle, Neil C 248
Wickers, Ardie 222
Wiggins, David 240
Wiker, Charles M 230
Wilde, MAJ Jane R ... 252
Williams, Barbara 165
Williams, Carol 184
Williams, Craig 242
Williams, Joe 222
Williams, Juanita 242
Williams, Larry D 183
Williams, Linda 181
Williams, Lt Chris 241
Williams, Mary Jane .. 184
Williams-Nenard, Glenda 243
Williamson, Don 187
Willis, Teri 183
Wills, Luther W 232
Wilmoth, Jr, Tom 183
Wilson, Barbara 242
Wilson, Ken 184
Wilson, Larry J 206
Wilson, Mike 211
Wilson, Richard 162
Wilson Jr, LTC Joseph K 207
Winston, Robert 187
Winters, James 187
Winters, Jr, Walter L .. 161
Winters, Jr, Walter L .. 162
Wires, CPT Schuyler D. 230
Wistock, Ellen 223
Witt, Harry 165
Wolfe, Bill 222
Wolk, Barbara 224
Wolter, Tom 252
Womack, Lt Tim 241
Wood, MSgt Richard .. 165
Woodhouse, Don 190
Woodley, Leah 254
Woodruff, MAJ David . 216
Woods, Dale 181
Worley, Janie 243
Wovna, Michael G 225
Wren, Chalmer 'Smokey' 168
Wulff, Kathleen 183
Wulff, Kathy 182
Wulff, RT 190
Wynn, Jim 242
Yamamoto, MAJ Susan 252
Yancey, Christine 207
Yerman, Ed 226
Young, Margaret 161
Young, Robert A 248
Young, Sadako 243
Young, Sally 242
Yount, Dan A 252
Zaia, Mary 222
Zappile, Joanne 213
Zielinski, John 215
Zimmerman, Russell... 161
Zimmerman, Col Eric .. 207
Zizzo, Debra 224
Zschoche, COL Robert C 207

Index to Advertisers

3M Media Networks 37
3M Consumer Products 87
Anheuser-Busch, Inc 41
Armor All Products ..... Tab II
Best Foods 106
Bisek & Co 259
Brown-Forman Beverage Co 89
Bryan Foods, Inc 81
C. Lloyd Johnson Co., Inc ..... Tab V
Campbell Soup Co ..... Tab IV
Capri Sun, Inc 153
Carl Buddig & Co 171
Christian Dior 175
Coca Cola Co 21
Coca Cola Foods 172
Colgate-Palmolive Co 26
ConAgra Consumer Frozen Food Co 143
Coors Brewing Co 105
D-Orum Hair Care Products 179
D & S Sales Co 218
Del Monte Foods USA 204
Dial Corp 45
Dixon Marketing ..... Cover IV
Dr Pepper Co 122
Eastman Kodak Co 180
Emborg Foods GmbH 193
Frito Lay 11
General Foods ..... Tab I
General Mills, Inc 30, 31
Gerber Products Co 164
Gillette 14
Gore-Tex 49
Goya Foods 195
H. J. Heinz Special Markets 111
Harold S. Stein & Assoc 209
Helene Curtis Industries, Inc 83, 185
JFC 53
JVC Co. of America 109
Johnson & Johnson 237
Keebler Co 169
Kodalux 28, 29
Kraft, Inc 6, 7
L. J. Elkin, Inc 138
Land O'Lakes, Inc ..... Tab III
Lewis Bear Co 247
Liggett & Myers Tobacco Co., Inc 85, 196
M&M/Mars 135
McCormick/Schilling 223
Milbrands, Inc 57
Miles Laboratories, Inc 203
Military Distributors of Virginia 137
Millstone Coffee, Inc 103
Motts USA 163
N.K. Hurst 212
Nash Finch Company 245
National Industries for the Blind 201
National Tobacco 119
Nestle Foods Corp 4
Nestle Hills Bros. Coffee Co., Inc 19
Noxell Corp 79
Off Duty Enterprises 239
Oscar Mayer 121
Overseas Service Corp 61
Panasonic 99
Pepsi-Cola 97
Pet 115
Philip Morris ..... Cover III
Planters LifeSavers 93
Polaroid 2
Powerforce 159
Procter & Gamble 127
Quaker Oats ..... Cover II
R.J. Reynolds 64
Revlon 199
Rockingham 257
Royal Oak 145
Scott Paper 178
Seagrams 23
Singleton Seafood 129
Soft Sheen 116
Sterling Downey Sales Co 32
Stouffers 69
Sunshine Biscuits 155
Super Valu 231
Sweet & Low 259
Tidewater Wholesale ..... Tab VI
Tyson/Tastybird 91
Upjohn 73
Warner-Lambert 146
Waverly Group 225

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